Board of Trade Journal

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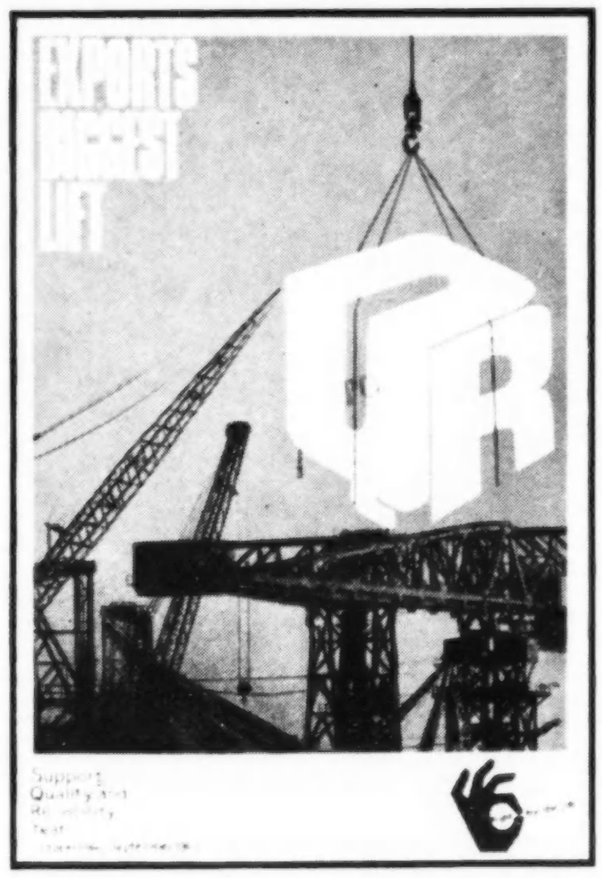

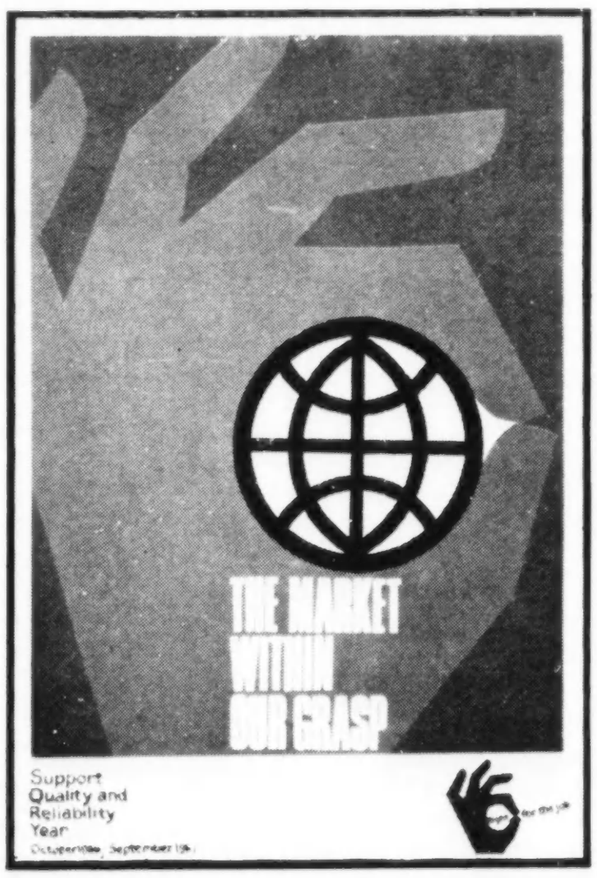

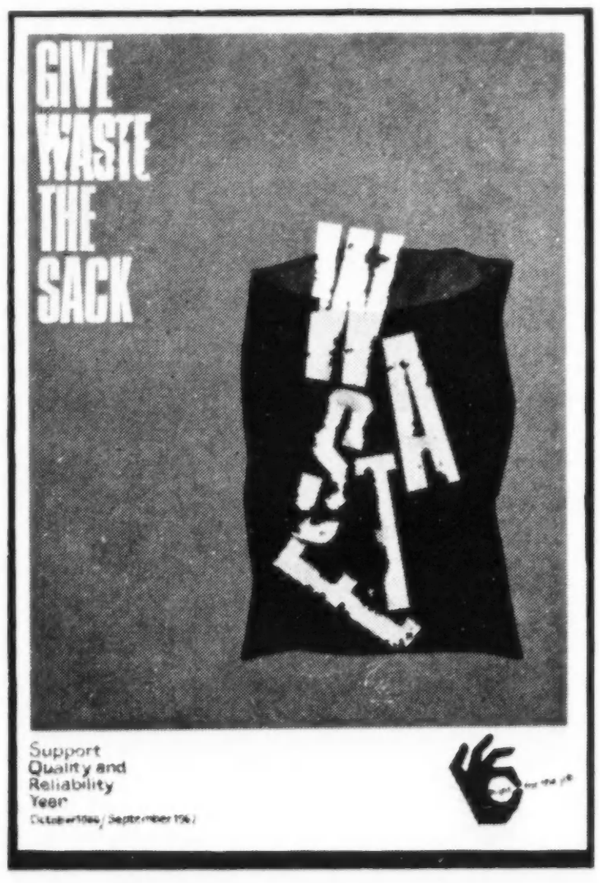

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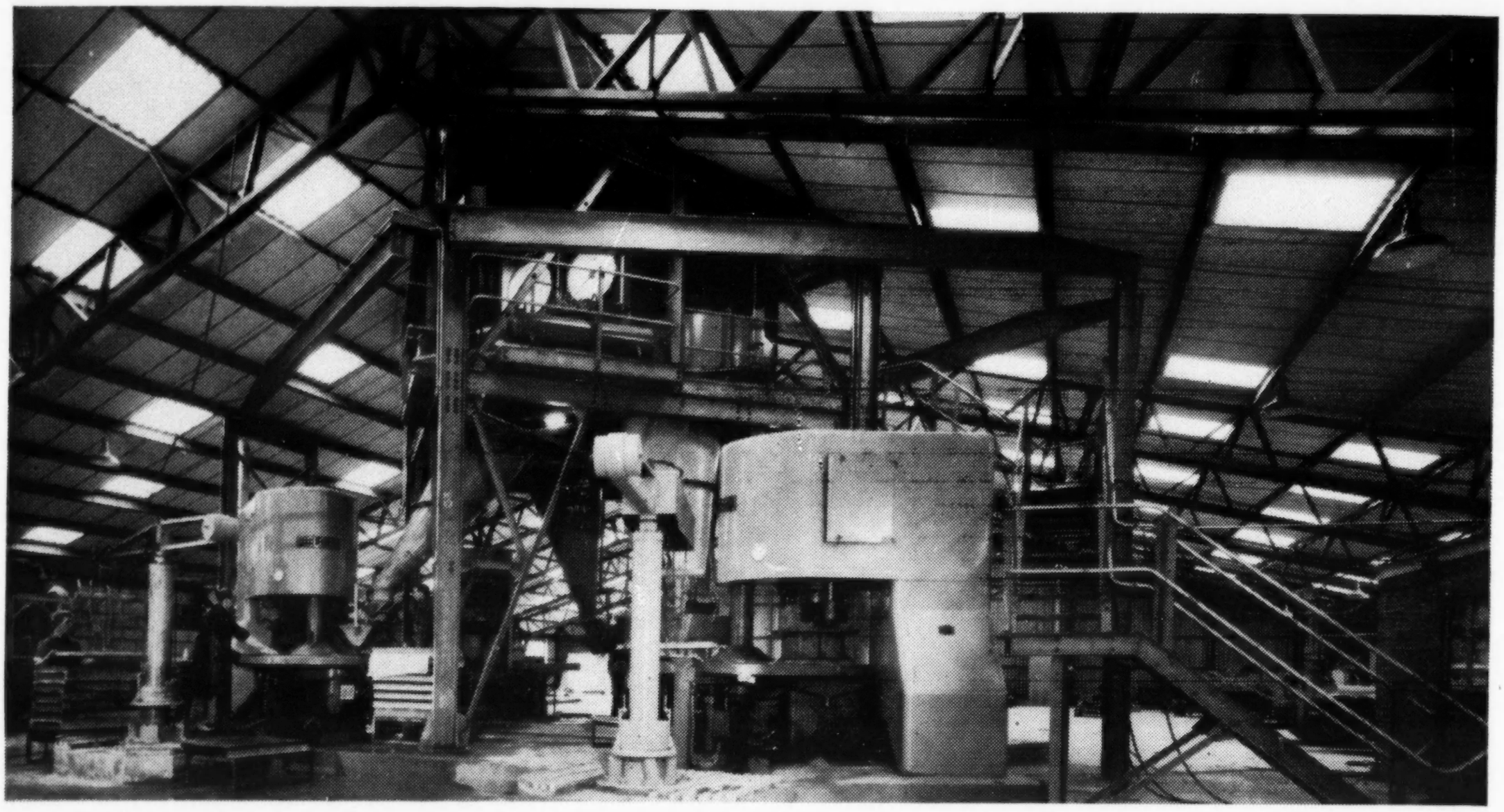

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Board of Trade Journal

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14 OCTOBER 1966
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Front cover photographs

Some of the set of 24 full-colour posters produced by the British Productivity Council in association with the National Council for Quality and Reliability in support of Quality and Reliability Year. Lord Cooper, chairman of the British Productivity Council described the aims of Quality and Reliability Year in the *Journal* of September 16 (page 670) and further news of this year-long campaign appears on page 923 of this issue.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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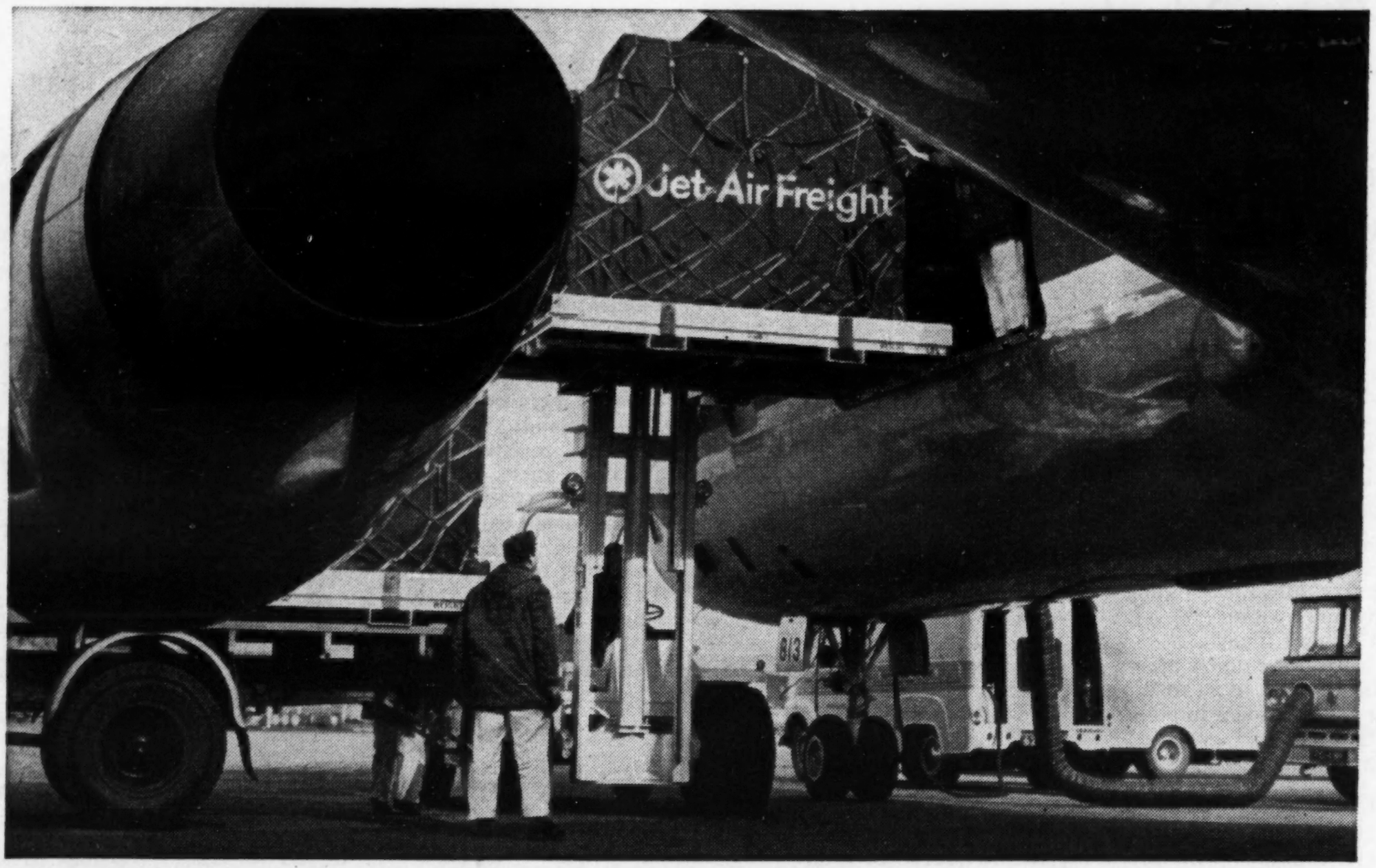

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Always post by air

SLOPPY STANDARDS in business correspondence are tolerated in very few firms. A great deal of attention is paid to spelling, punctuation, neat typing, correct reference numbers and well designed letter headings. Especially when personal contacts are few and far between, the impression that a firm or organization makes is gathered from its letters. This is particularly true of foreign contacts, where the time factor becomes an additional and highly important consideration.

Reports from commercial staff in Embassies and High Commissions abroad suggest that there are still numerous firms and even Chambers of Commerce – who are not alive to the importance of using the air mail services. This may not be deliberate policy but simply a result of poor internal communications within the firm. The executive who signs his letter to a contact in the United States may assume, if he thinks about it all, that it will go by air. The mail room, unless clearly instructed otherwise, may in fact send it by surface mail, following an otherwise excellent policy of keeping all postal costs to a minimum. When the addressee receives the letter, perhaps weeks later, he is entitled to assume that he is dealing with an organization that is either backward, inefficient, slipshod, cheeseparing or apathetic. Sent by air, the same letter would normally arrive in a matter of days. The time which surface letters take in transit give impatient customers plenty of scope to transfer their custom elsewhere. Some idea of the comparative speeds of air and surface mail letters to different parts of the world can be gained from Fig. 1 on page 920.

Especially where exports are concerned, business correspondence should go abroad by air as a matter of course. Letters posted in Britain to European destinations automatically go by air whenever this will result in earlier delivery. No extra charge on letters is raised for air service nor should special envelopes, air mail labels or Air Letters forms be used. Perhaps because this service is taken for granted, some mail rooms fail to realise that different conditions apply to mail for other parts of the world. For shorter letters to all destinations outside Europe, the cheapest method of ensuring delivery by air is to use the 9d. Air Letter forms sold at post offices. Firms using large numbers of Air Letter forms may find it more convenient to order their supplies from printers licensed to produce them by the Post Office. Although privately printed Air Letter forms are identical in shape and weight to the official stamped forms, they can include printed letter headings and other information. The 9d. postage due on privately ordered Air Letter forms can be paid either by stamps or franking machine impression.

The contents of an Air Letter form are limited to what can be written on the form itself – no enclosures are permitted. For normal letter facilities it is necessary to use the full air mail service, whose charges vary according to weight and distance. Some of these are shown in Fig. 1, but a full listing would acquire all the complexity of a railway timetable. This is not as unreasonable as it sounds. Nobody could plan a long air journey without consulting the appropriate air line timetables, and much the same holds true for air mail letters. The essential 'timetable' for all mail rooms is the *Post Office Guide,* published annually at 2s. 6d. and available from post offices. The *Guide* contains detailed information on the entire range of postal and telecommunications services, including air mail services and their availability and cost to each country, their frequency and times of transit. Additional up-to-date information, including the latest daily times of posting to connect with flights on which mail in carried, is published in the Air Mail Leaflet. This very useful publication is revised and re-issued every month free of charge to firms who place a standing order for it with their local Head Postmaster.

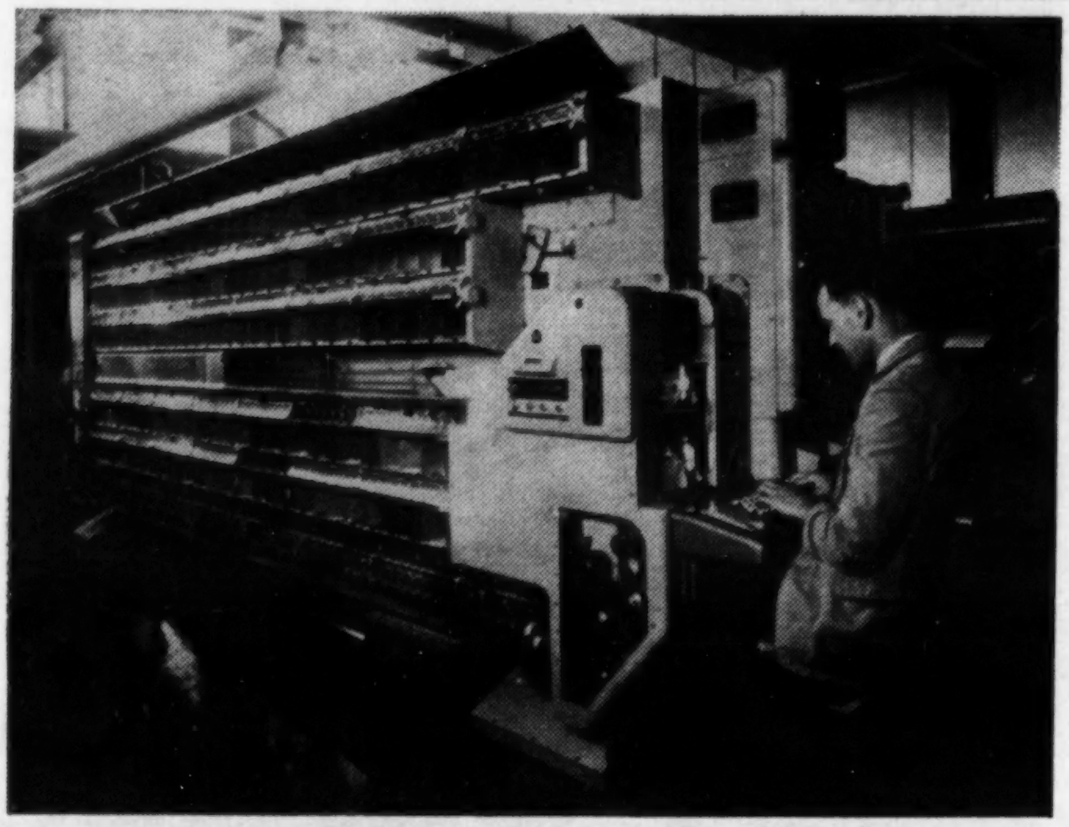
Loading mail from Post Office van into aircraft at Nutts Corner, Belfast.

All air mail correspondence must carry the official blue air mail label in the top left hand corner of the envelope or the words BY AIR MAIL boldly printed in the same position. It is advisable to ensure that the correct postage has been paid. An underpaid air mail letter will be forwarded by air if 75 per cent or more of the air fee has been paid, though double the deficiency will be charged at the receiving end. (The air fee is the difference between air and surface postage.) If less than 75 per cent of the air fee has been paid, the letter may be forwarded by surface route.

Air parcel service

It is not generally appreciated that parcels can also go by air mail. Although the air parcel service is not one that lends itself to the regular transfer of bulk consignments, it can be extremely useful when time is short. A leading national newspaper recently published a letter from an irate American owner of a British car. He complained about the difficulty he had experienced in obtaining a small transmission part replacement. His local agent in New York was temporarily out of stock. The necessary part could not be traced elsewhere in the city and eventually arrived from England some three weeks later. During this time the writer was without the use of his car, probably commented on the fact to numerous friends and acquaintances and, as he bitterly pointed out, an American dealer could have made the part in the time. In this instance the delay could have been cut by at least a fortnight by using the air parcel service, something the writer would willingly have paid for had the agent suggested it. Charges for air parcel service are not as prohibitive as might be imagined; for instance, the rate to the United States of America is 5s. 6d. per ½lb. up to a limit of 22lbs.

Smaller consignments, up to a limit of 2 lb. in weight, can be air mailed to countries outside Europe in the 'Small Packets' post. Charges for 'Small Packets' vary from 6d. to 8d. per ½ oz., according to destination. Full details of the packing and make-up of



Postal coding at Norwich. This letter sorting machine has a keyboard resembling that of a typewriter.

'Small Packets', the scope of the service and customs declaration procedure are given in the *Post Office Guide.*

'Not for sale' goods of no commercial value posted purely in the line of advertising or sales promotion, may be air mailed to countries outside Europe at cheaper than letter or parcel rates under the 'Samples' service. The maximum weight of 'Sample' packets is 5 lb. to Commonwealth countries and 1 lb. to others. Postage rates vary from 6d. to 8d. per ½ oz. according to destination.

The growing use of recording equipment for dictation and capturing verbatim reports of proceedings has prompted a new demand which is now met by the Phonopost service. 'Phonopost' packets, containing clean or recorded tape, wire or discs up to a limit of 2 lb. in weight, may also be air mailed to those countries outside Europe which accept them. Charges vary from 7d. to 9d. per ½ oz. according to destination.

All second class mail items for Europe, whether Printed Paper, Small Packets, Samples or Phonopost, will automatically go by air whenever this will result in earlier delivery if posted at the letter postage rates.

Where valuables are concerned, air mailed goods can either be registered or insured. Registration provides for compensation up to a limit of £2 18s. subject to certain conditions, and is available for all items except parcels. Insurance can provide cover of up to £400 and is available for all items including parcels. However, not all countries accept insured items through their post and of those that do, some impose a maximum limit of their insured value. Here again, the *Post Office Guide* gives a detailed picture of the situation as it applies to each country. Also given are the special conditions for insured letters and parcels which must be observed if eventual claims for compensation are to be upheld. There is also an international 'advice of delivery' service for notifying senders by air mail from the country of destination that their consignments have been delivered.

Fig. 1. Comparative cost and speed of surface and air mail letters.

to:	SURFACE minimum cost	days in transit*	AIR minimum cost	days in transit
Argentine . .	9d., 1 oz.	17 – 26	1s. 6d., ½ oz.	1 – 2
Australia . .	4d., 1 oz.	27 – 52	1s. 9d., ½ oz.	2 – 5
Brazil . .	9d., 1 oz.	16 – 50	1s. 6d., ½ oz.	1 – 3
Canada . .	4d., 1 oz.	9 – 11	1s. 6d., ½ oz.	1 – 3
India . .	4d., 1 oz.	20 – 35	1s. 6d., ½ oz.	1 – 3
Malaya . .	4d., 1 oz.	20 – 30	1s. 6d., ½ oz.	2 – 4
New Zealand .	4d., 1 oz.	30 – 35	1s. 9d., ½ oz.	2 – 6
Nigeria . .	4d., 1 oz.	15 – 21	1s. 6d., ½ oz.	1 – 2
Pakistan . .	4d., 1 oz.	18 – 32 (West 26 – 40 (East)	1s. 6d., ½ oz.	1 – 2 (West) 2 – 3 (East)
United States .	9d., 1 oz.	6 – 11	1s. 6d., ½ oz.	1 – 3

* This is the approximate time of actual transmission from London to the country of destination. It does *not* include the time taken for collection and transmission in this country nor the time between arrival and delivery in the country of destination.

Postman engaged on primary sorting at Hitchin head post office.

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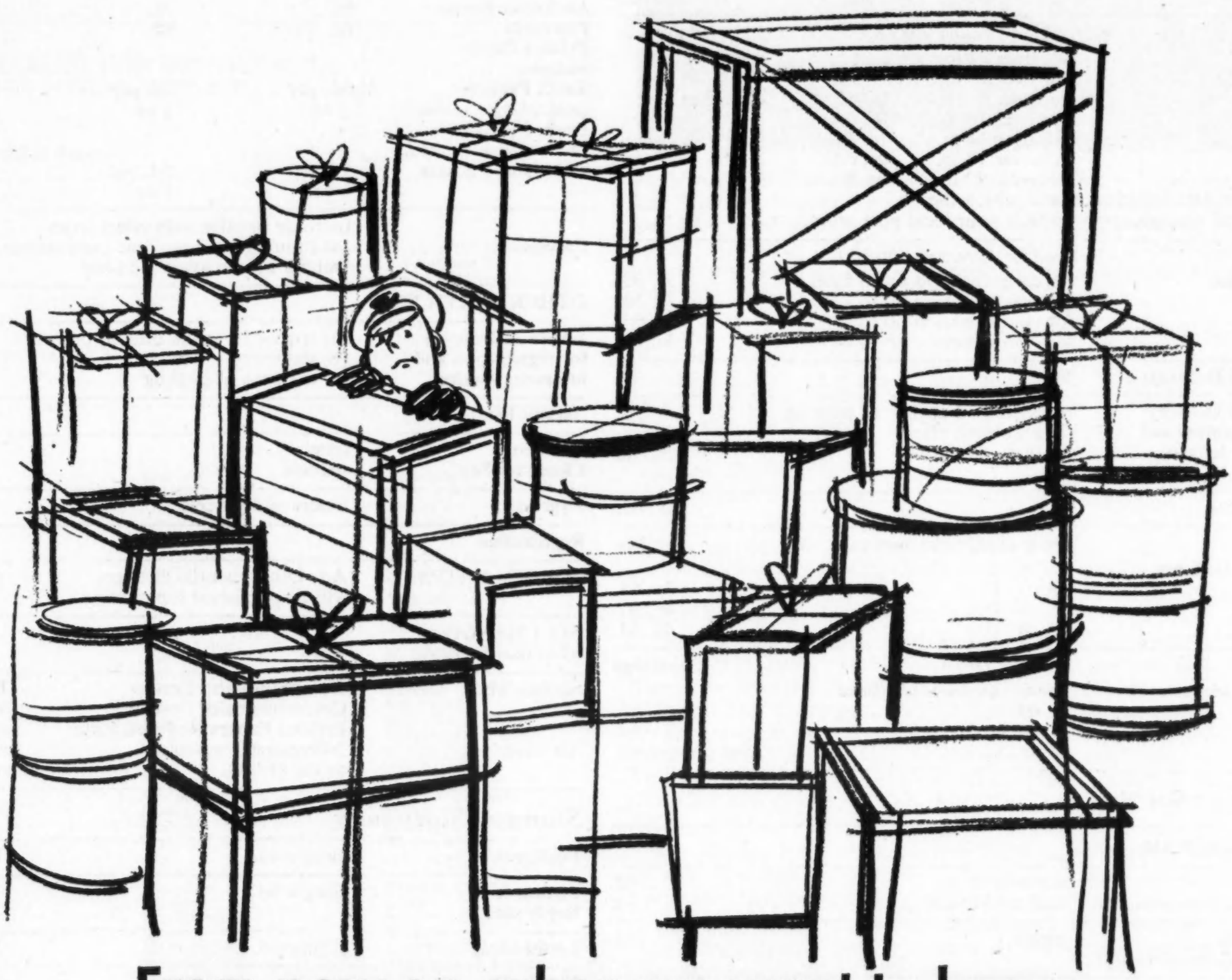

From now on, when we want to know where your shipment is, Joe Smythe will tell us instantly.

Joe works in BOAC's new export warehouse. And as soon as your shipment gets through the door, he slaps a "control" number on it. Your documents get the same treatment.

A new electronic roller system rushes the consignment directly to its area bin. Tabulators take over the preparation of the manifest and complete all the paperwork in a matter of seconds.

Now, suppose, we suddenly want to locate your box of hex nuts going to Chicago.

"Say Joe," calls the dispatcher, "bring me box number 68 from the North American section, will you?"

It's that simple.

What we've done, actually, is apply the efficiency of production line techniques to materials handling methods.

And we've done it not only in London but in Glasgow and Manchester and New York and all 70 BOAC cargo destinations.

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For information ring: London, SKYport 5511; Manchester, MERcury 2241/2/3; Birmingham, SHEldon 2441; Glasgow, CENtral 7445/7; Leeds, 38081; Liverpool CENtral 0661; Belfast, 24247/8. Or talk to your BOAC Cargo Agent.

Current charges for inland and overseas postal services

THE GPO announced on October 3 changes in some of the charges for Inland and Overseas Postal services. Details of the current charges as as follows:

Inland Services

(including services to the Irish Republic)

Letters	No change up to 1 lb. 8 oz.		
	Over 1 lb. 8 oz. up to 2 lb.		3s. 6d.
	Each additional 1 lb. thereafter		2s. 0d.
	(1) *Ordinary Parcels*		(2) *Local Parcels*
Parcels	Not over 1½ lb.	2s. 6d.	As in (1) less
	Not over 2 lb.	3s. 0d.	1s. 0d. at
	Not over 6 lb.	4s. 6d.	each step
	Not over 10 lb.	6s. 0d.	
	Not over 14 lb.	7s. 6d.	
	Not over 18 lb.	9s. 0d.	
	Not over 22 lb.	10s. 6d.	
Note: For details of the area in which the local parcel charges apply consult your local post office.			
	Fee (*for letters or parcels*)		
Registration	for compensation up to £100		3s. 0d.
	for compensation up to £200		3s. 3d.
	for compensation up to £300		3s. 6d.
	for compensation up to £400		3s. 9d.
Recorded Delivery	Fee		9d.
Advice of Delivery for registration and recorded delivery services	(a) requested at time of posting		9d.
	(b) requested after time of posting		1s. 0d.
Inquiry Fee			1s. 0d.
	Trade charge not over		Fee
Cash on Delivery	£ s d		
	10 0 0		3s. 6d.
	25 0 0		4s. 0d.
	50 0 0		4s. 6d.
	Value of Order		Poundage
Postal Orders	*The 6d. Order is abolished*		
	1s. 0d.		3d.
	1s. 6d. to £1 1s. 0d.		4d.
	£2 to £5		(*no change*) 6d.

Overseas Services

SURFACE MAIL		
Letters (*except Commonwealth*)	not over 1 oz.	9d.
	each additional oz.	5d.
Postcards (*except Commonwealth*)	single	5d.
Printed Papers Ordinary Rate		
(1) posted singly	not over 2 oz.	4d.
	each additional 2 oz.	2d.
(2) posted in bulk	first lb.	1s. 6d.
	each additional lb.	1s. 4d.
	(*less 5% rebate*)	
Phonopost Packets	not over 2 oz.	7d.
	each additional 2 oz.	7d.
Samples	not over 2 oz.	4d.
	each additional 2 oz.	2d.
Small Packets	not over 8 oz. (minimum charge)	1s. 6d.
	not over 10 oz.	1s. 8d.
	each additional 2 oz.	4d.
Insured Boxes	not over 10 oz. (minimum charge)	2s. 11d.
	each additional 2 oz.	7d.
Parcels	Increases in rates with effect from 1st January, 1967 to all destinations. Details will be available later.	

AIR MAIL

EUROPE *Air Mail labels should not be used*	Letters and postcards prepaid at the overseas surface rates are sent by air whenever this will result in earlier postal delivery. Printed Papers, Phonopost Packets, Samples and Small Packets will go by air only if prepaid at the letter rates.

OUTSIDE EUROPE

Air Mail labels should be used. For key to zones see below.

	Zone A	Zone B	Zone C
Letters	1s. 0d. per ½ oz.	1s. 6d. per ½ oz.	1s. 9d. per ½ oz.
Air Letter Forms	9d.	9d.	9d.
Postcards	6d.	9d.	10d.
Printed Papers **Samples** **Small Packets** (*min. charge* 1*s.* 6*d.*) **Insured Boxes** (*min. charge* 2*s.* 11*d.*)	6d. per ½ oz.	7d. per ½ oz.	8d. per ½ oz.
Phonopost Packets	7d. per ½ oz.	8d. per ½ oz.	9d. per ½ oz.
Parcels	Increase in rates with effect from 1st January 1967 to some destinations. Details will be available later.		

OTHER SERVICES

Advice of Delivery for registration and insurance services	(a) requested at the time of posting	9d.
	(b) requested after the time of posting	1s. 0d.
Inquiry Fee		1s. 0d.
Customs Clearance Fee	letters	1s. 6d.
	parcels	2s. 6d.
Express	letters and parcels	2s. 0d.
Registration		3s. 0d.
FORCES RATES	Any consequential changes will be published separately.	

NO CHANGE (*Overseas Services*)

Surface Mail	Commonwealth Letters	The rates for these services will remain unaltered
	Commonwealth Postcards	
	Printed Papers Reduced Rate	
Air Mail	Newspapers registered at the G.P.O.	

Stamped Stationery

Postcards	Single 4d.	10 for 3s. 0d.
Postcards Reply paid	Single 8d.	10 for 6s. 6d.
Letter cards	Single 5d.	10 for 4s. 0d.
Envelopes		
4¾″ x 3¾″ Size 'A'	Single 5d.	10 for 4s. 0d.
6⅜″ x 4½″ Size 'B'	Single 6d.	10 for 4s. 4d.
Registered envelopes		
F 5¼″ x 3¼″	Single 3s. 7d.	12 for £2 3s. 0d.
G 6⅛″ x 3¾″	Single 3s. 7d.	12 for £2 3s. 0d.
H 8″ x 5″	Single 3s. 8d.	12 for £2 4s. 0d.
K 11½″ x 6″	Single 3s. 11d.	6 for £1 3s. 6d.

The present packs of stationery are to continue to be sold until stocks are exhausted.

Commission

on repurchase of unused or spoiled stamps

Commission	12½% of the face value of stamps repurchased, with a minimum charge of 2/6d. for unused stamps and 4d. for spoiled stamps. No smaller amount than £1 worth of unused stamps or 2/6d. worth of spoiled stamps will be accepted at one time.

HRH Prince Philip to open QR Year

HRH Prince Philip, Duke of Edinburgh, is to 'open' Quality and Reliability Year in the Royal Festival Hall, London, on October 20. The British Productivity Council announce that he will do so knowing that already firms representing 40 per cent of the work force in British manufacturing industry are committed to active support of the Year and that the number of firms and organizations, covering almost every aspect of industrial life, grows daily.

The aims and methods of Quality and Reliability Year were described in the *Board of Trade Journal* of September 16 (page 670) by Lord Cooper of Stockton Heath, chairman of the British Productivity Council and general secretary and treasurer of the National Union of General and Municipal Workers. The importance – and need – for the campaign, which is being organized by the British Productivity Council in association with the National Council for Quality and Reliability, will be emphasized by the presence on the platform with Prince Philip of more than 20 Government Ministers and members of the Opposition.

Mr. Harold Wilson, the Prime Minister (right) in conversation with Mr. Michael Stewart, First Secretary of State and Secretary of State for Economic Affairs, at Lancaster House, London, during the recent National Conference on Productivity. Summaries of the papers presented at this conference were published in last week's Journal.

QR Year, which arises from the lessons of National Productivity Year, has the full backing of all the political parties and of both 'sides' of industry in the Confederation of British Industry and the Trades Union Congress which are among the constituent members of the British Productivity Council.

Mr. Michael Stewart, First Secretary and Secretary for Economic Affairs, will speak and other Government representatives at the Royal Festival Hall will include Mr. James Callaghan, the Chancellor of the Exchequer; Mr. Anthony Wedgwood Benn, Minister of Technology; Mr. Ray Gunter, Minister of Labour; Mr. George Darling, Minister of State, Board of Trade; and Mr. Austen Albu, Minister of State for Economic Affairs. Mr. William Ross, Secretary of State for Scotland, and Mr. Cledwyn Hughes, Secretary for Wales, will also attend.

Mr. Reginald Maudling will be there, supported by two members of the Opposition 'Shadow Cabinet' and the Conservative Party chairman, Mr. Edward du Cann.

The very many distinguished guests from industry will include Mr. John Davies, director-general of the Confederation of British Industry, and Mr. Victor Feather, assistant general secretary of the TUC, who is acting for Mr. George Woodcock the general secretary.

The speakers will be, in addition to the Economics Minister: Lord Cooper; Sir Paul Chambers (chairman of ICI); Sir Harry Douglass, chairman, TUC and general secretary, Iron and Steel Trades Confederation; Mr. A. J. Stephen Brown, president, CBI; Mr. Murray Grammer, chairman of NCQR.

Blackpool conference

Forty-one case studies will be discussed at a conference on 'Profiting by Quality and Reliability' to be held at Blackpool from November 8 to 10. This will be opened by Lord Shackleton, Minister of Defence RAF, Mr. Anthony Wedgwood Benn, Minister of Technology, will be the chief speaker at a conference dinner on November 9.

Reservations for the conference should be made to the BPC, Vintry House, Queen's Street Place, London, E.C.4 (Tel. Central 9613). The Conference fee is £20, which includes advance copies of case studies and morning coffee, lunch and afternoon tea on each day. The Conference dinner is £4.

NEW CHARGES FOR INLAND AND OVERSEAS POSTAL SERVICES, *continued*

Key to Air Mail Zones

Zone A

Abu Dhabi
Aden
Algeria
Bahrain
Cyprus
Dubai
Ethiopia
French Somali Coast
Iran
Iraq
Israel
Jordan
Kuwait
Lebanon
Libya
Morocco
Muscat
Qatar
Saudi Arabia
Sharjah
Spanish Territories of N. Africa
Spanish W. Africa
Sudan
Syria
Tunisia
United Arab Republic (*Egypt*)
Yemen

Zone B

Afghanistan
Antigua
Argentine
Ascension
Bahamas
Barbados
Basutoland
Bechuanaland Protectorate
Bermuda
Bhutan
Bolivia
Brazil
British Honduras
British Indian Ocean Territory
Brunei
Burma
Burundi
Cambodia
Cameroon
Canada
Cayman Islands
Central African Republic
Ceylon
Chad
Chile
Christmas Island (*Indian Ocean*)
Cocos (*Keeling*) Islands
Columbia
Congo (*Republics of*)
Costa Rica
Cuba
Dahomey
Dominica
Dominican Republic
Ecuador
El Salvador
Falkland Islands
French Guiana
French W. Indies
Gabon
Gambia
Ghana
Grenada
Guatemala
Guinea (*Republic of*)
Guyana (*British Guiana*)
Haiti
Hawaii
Honduras Republic
Hong Kong
India
Indonesia
Ivory Coast
Jamaica
Kenya
Laos
Leeward Islands
Liberia
Macao
Malagasy Republic
Malawi
Malaysia
Maldive Islands
Mali
Mauritania
Mauritius
Mexico
Montserrat
Nepal
Netherlands Antilles
Nicaragua
Niger Republic
Nigeria
Pakistan
Panama (*Republic of*)
Panama Canal Zone
Paraquay
Peru
Portuguese East Africa
Portuguese West Africa
Puerto Rico
Reunion
Rhodesia
Rwanda
Sabah
St. Helena
St. Kitts-Nevis-Anguilla
St. Lucia
St. Pierre and Miquelon
St. Vincent
Sarawak
Senegal
Seychelles
Sierra Leone
Singapore
Somali Republic
South Africa (*Republic of*)
Spanish Guinea
Surinam
Swaziland
Tanzania (*Tanganyika and Zanzibar*)
Thailand (*Siam*)
Tibet
Togo
Tortola (*British Virgin Islands*)
Trinidad and Tobago
Turks and Caicos Islands
Uganda
United States of America
Upper Volta
Uruguay
Venezuela
Viet-Nam
Virgin Islands of U.S.A.
Zambia
Zanzibar (*Tanzania*)

Zone C

Australia
Caroline Islands
China
Cook Islands
Fanning Islands
Fiji
Formosa (*Taiwan*)
French Polynesia
Gilbert and Ellice Islands
Japan
Korea
Marian Islands
Marshall Islands
Mongolia
Nauru Island
New Caledonia
New Guinea Territory
New Hebrides
New Zealand
New Zealand Island Territories
Norfolk Island
Papua
Philippines
Pitcairn Island
Portuguese Timor
Samoa U.S.A. Territory
Solomon Islands
Tonga (*Friendly Islands*)
Wake Island
Western Samoa

Mr. George Darling visits Scotland

MR. GEORGE DARLING, Minister of State, Board of Trade, visited the Scottish Borders from October 11 to 13 to open the Cumnock Caponacre Industrial Estate, to inspect sites of new factories and have discussions with representatives of industry, local authorities and Trade Unions.

On October 11 the Minister attended a meeting of the Borders Consultative Group at Galashiels, and in the evening attended a reception and dinner given by the Cumnock Town Council.

On October 12 the Minister opened the Cumnock Caponacre Industrial Estate and visited the factories of Chemstrand Ltd., and British Bata Shoe Co. Ltd. on the existing Board of Trade Industrial Estate at Cumnock. Later he visited the Glacier Metal Co. Ltd. and Blackwood Morton Ltd. at Kilmarnock. In the afternoon the Minister met members of the General Council Scottish Trades Union Congress and in the evening dined with the Scottish Council of the Confederation of British Industries.

The following day the Minister called on the Lord Provost of Glasgow and visited Shanks & Co. Ltd., at Barrhead, in the morning. He lunched with the Scottish Export Committee for a 'send-off' meeting for the Trade Mission leaving for the United States on October 29.

Visit to Northern Ireland by Lord Rhodes

LORD RHODES, Parliamentary Secretary, Board of Trade, has been visiting Northern Ireland from October 12 to 14. Lord Rhodes is the Minister in the Board of Trade with particular responsibility for the textile industry.

In Northern Ireland Lord Rhodes is meeting the Minister of Commerce, Mr. Brian Faulkner, and is visiting a number of firms whose products are of importance in the textile industry. Firms he will visit include British Enkalon, at Antrim; the Old Bleach Company, at Randalstown; the Ulster Carpet Mills, Portadown; and James Mackie and Sons, Ltd., Belfast.

Proposed merger of 'The Times' and 'The Sunday Times'

THE PRESIDENT of the Board of Trade has appointed Lord Annan, OBE, Lord Francis-Williams, CBE, and Mr. Donald Tyerman to be additional members of the Monopolies Commission to take part in the investigation into the proposed merger whereby *The Times* and *The Sunday Times* would come under common ownership.

The appointments have been made for the period of the investigation.

The Monopolies Commission are now inviting evidence on the proposed merger. Any person or organization wishing to give such evidence should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1. Since the Commission are required to report on the proposed merger within three months, any evidence should be submitted without delay.

Note:

Under the provisions of the Monopolies and Mergers Act, 1965, the Board of Trade are enabled to appoint three to five additional members of the Monopolies Commission from a panel of persons maintained for this purpose to take part in the investigation of a newspaper merger.

The other members of the panel are: Dame Kitty Anderson, DBE; Mr. Henry Bate; Mr. D. N. Chester, CBE; Mr. H. R. Davies; Sir William Hayter, KCMG; Lord Leatherland, OBE.

THE TEXT of the reference made by the Board of Trade to the Monopolies Commission on September 30, 1966, was as follows:

REFERENCE TO THE MONOPOLIES COMMISSION UNDER SECTION 8 OF THE MONOPOLIES AND MERGERS ACT, 1965

THE TIMES AND *THE SUNDAY TIMES*

Whereas the Board of Trade have this day received an application for their consent under Section 8 of the Monopolies and Mergers Act, 1965, to the transfer of *The Times* and *The Sunday Times* newspapers to a newspaper proprietor: And Whereas, by virtue of Section 8(1) of the said Act, the Board may not give such consent until they have received a report on the matter from the Monopolies Commission;

Now, therefore, the Board of Trade, in pursuance of Section 8(3) of the said Act, hereby refer to the Monopolies Commission for investigation and report the matter of the proposed transfer of the said newspapers.

Investigation of insurance companies

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165(b) of the Companies Act, 1948, have appointed Mr. J. G. Wilmers, QC, of 1 Harcourt Buildings, Temple, London, E.C.4, and Mr. G. F. Ansell, FCA, of 3 London Wall Buildings, London, E.C.2, to act as Inspectors to investigate the affairs of the following three insurance companies: London and Cheshire Insurance Co. Ltd., Coventry Insurance Co. Ltd. and Irish-American Insurance Co. Ltd.

Jacqueline Securities Ltd.

OWING TO his other commitments the Board of Trade have, at his request, released Mr. J. C. G. Burge, QC, from his appointment as inspector to investigate the affairs of Jacqueline Securities Ltd.

The Board have accordingly appointed in his place Mr. J. G. Wilmers, QC, of 1 Harcourt Buildings, Temple, London, E.C.4, to act as inspector with Mr. S. P. Wilkins, chartered accountant, of 128 Queen Victoria Street, London, E.C.4.

Note:

The Board of Trade announced the appointment of Mr. Burge and Mr. Wilkins, to act as inspectors to investigate the affairs of Jacqueline Securities Ltd. on July 19, 1966.

Extension of authority to issue Certificates of Origin

UNDER THE TERMS of the International Convention relating to the Simplification of Customs Formalities, 1923, and the EFTA Stockholm Convention, 1960, the Board of Trade authorizes certain bodies to issue official certificates of origin for goods exported from the United Kingdom. At present the authorizations are confined to Chambers of Commerce affiliated to the Association of British Chambers of Commerce, but it has now been decided that in future a Chamber of Commerce not so affiliated or a Chamber of Trade may be eligible for authorization provided that the applicant organization can fulfil certain conditions. These are that it can satisfy the Association of British Chambers of Commerce that the authorization is required as an additional trading facility in the area which it serves, and that it has adequate accommodation, staff, and opening hours to provide a proper service. It must undertake to abide by the regulations made by the Association of British Chambers of Commerce to govern the issue of certificates and to submit to periodical inspection of its procedure for issuing certificates. It must pay to the Association of British Chambers of Commerce a basic charge of £250 and an annual service fee of £50 plus an additional £25 if it issues EFTA certificates. This charge is to cover the expenses of the Association of British Chambers of Commerce services such as instruction, explanatory notes, circulars as to the requirements of the different countries, and advice and assistance in dealing with the problems which arise.

Applications for authorization by Chambers of Commerce and Chambers of Trade should be made to the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Exts. 2479/2480).*

Accidents to aircraft

THE ANNUAL SURVEY of accidents to United Kingdom aircraft in the year 1965 was published by HMSO on Monday, October 10, 1966.

Copies of the report can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (price 8s. 6d.).

Marine inquiry—'Prince of Wales'

THE FORMAL investigation into the circumstances attending the loss of the mv 'Prince of Wales' (unregistered) which foundered in the River Mawddach at Penmaenpool, Merionethshire, on July 22, 1966, will open at 10.30 a.m. on October 25, in the Old Primary School, Barmouth.

Temporary charge on imports

THE COMMISSIONERS of Customs and Excise draw the attention of importers and their Customs Agents to the fact that the Temporary Charge on Imports will remain in force at the current rate of 10 per cent until midnight, November 30/December 1, 1966. The charge will not apply to goods for which import entries are delivered to the Customs after that time.

Purchase Tax: Small Exporters' Scheme and Personal Export Scheme

THE COMMISSIONERS of Customs and Excise announce the introduction of the Small Exporters' Scheme and an extension of the Personal Export Scheme.

These changes extend the present arrangements designed to relieve exported goods from purchase tax. They do *not* affect the existing procedure under which a registered trader may fulfil an export order, on his own behalf or that of an unregistered trader, direct from untaxed stock.

The Small Exporters' Scheme has been introduced for the benefit of traders who are not registered for purchase tax purposes and who receive from abroad orders in writing from an overseas customer for goods to be delivered to an address abroad. The scheme will operate in a similar manner as for exports as freight or by post under the Personal Export Scheme. The facilities provided by the Mail Order Export Scheme introduced in July 1965, (which is now superseded) will still be available under the Small Exporters' Scheme but the limitation to retail orders has been removed. The arrangements whereby an unregistered trader can have an export order despatched on his behalf by his registered supplier from untaxed stock (see Notice 77E, paragraphs 4 and 5) continue in force, but where these are unsuitable unregistered traders will now be able to meet orders for goods in retail or wholesale quantities from taxed stock and claim relief by way of credit for tax from their registered supplier. The scheme does not, however, extend to goods, for example gifts, ordered for export by persons permanently resident in this country.

The Small Exporters' Scheme does not apply to registered traders but such traders who cannot fulfil an export order from untaxed stock may in future export any goods (other than motor vehicles) from stock which has already borne tax provided the goods are ordered in writing from abroad by an overseas customer. Form PT 40X or 40 should not be used but on obtaining the appropriate evidence of exportation the trader may take credit in his tax account for the tax involved.

The Personal Export Scheme, under which overseas visitors and other eligible persons may purchase goods in the United Kingdom free of purchase tax, for exportation as baggage, as freight or by post, is extended as follows:

(a) A member of the British Armed Forces in Germany, or of the services ancillary thereto, or of his family, is now entitled to use the scheme provided he is proceeding abroad on a posting for a continuous period of at least 12 months.

(b) The limitation of the scheme to purchase of goods of a total value of £5 or more is removed.

(c) The limitation to personal or household goods is also removed, but motor vehicles, for which there are special procedures, are still excluded.

(d) The scheme no longer excludes goods purchased for trade purposes. Thus, if e.g., a commercial traveller wishes to take out small quantities of merchandise with him under the scheme there will be no objection to his doing so provided he otherwise qualifies and he orders and pays for the goods in person, and any exchange control or export licensing requirements are complied with.

These schemes do not provide for tax relief on imported goods on which an unregistered trader paid tax at the time of importation and in such cases traders are advised to consult their local Customs and Excise Officer as to whether there is any other means of obtaining relief.

Further details of the prescribed conditions and procedure and supplies of the new form PT 40X (Small Exporters' Scheme) and the revised form PT 40 (Personal Export Scheme) which must be used to claim credit of tax under these arrangements, may be obtained from any Collector or local Officer of Customs and Excise. Claims made on the existing forms PT 40M and PT 40 will, exceptionally, be accepted for the present.

Purchase tax—drugs and medicines

THE Commissioners of Customs and Excise have made a Direction under Section 17 (3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 6) Direction 1966 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from October 4, 1966, is to make the following additions and extensions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1966:

The additions

To Head II of the Schedule

Deptropine citrate mixed with isoprenaline hydrochloride;
Mefenamic acid;
Polypeptide representing the first 24 amino acid moiety of corticotrophin, and its hexa-acetate;
Procarbazine hydrochloride;
Prothionamide;
Protripyline hydrochloride;
Pyrantel tartrate;
Tolnaftate.

The extensions

In Head II the entry relating to 'Atropine sulphate . . .' is amended as follows:
'Atropine sulphate, mixed with hyoscine hydrobromide, hysocyamine sulphate, kaolin and pectin, whether or not also mixed with neomycin sulphate or phenobarbitone;'

In Head III the entry relating to 'Ethacrynic acid' is amended as follows:
'Ethacrynic acid, and salts thereof'.

Corrigendum to Purchase Tax (No. 5) Direction 1966

The entry 'Phenylpropanolanine hydrochloride . . .' which was included in the Purchase Tax (No. 5) Direction 1966, is amended as follows:
'Phenylpropanolamine hydrochloride mixed with paracetamol;'

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

ROLLER & SPINDLE COVERING — PRECISION GRINDING
for INDUSTRY
RUBBER, CORK and
OTHER COMPOSITIONS

LONGS Limited
Factory: HERSHAM TRADING ESTATE WALTON-ON-THAMES 26242

The Queen's Award to Industry, 1967

READERS ARE reminded that the closing date for the receipt of applications for the Queen's Award to Industry, 1967, is **October 31, 1966.** Application forms can be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 7000).

Pictures of representative firms who have received Awards appear on the opposite page. Previous pictures were published on September 2 and September 23. A 4-page advertisement for Pergamon Press Ltd., one of the firms which received the Queen's Award, appears in the centre pages of this issue.

BNEC Asia Committee on Far East tour

LEAVING FOR a fact-finding visit to South Korea and the Philippines on November 7 is Mr. Michael Montague, Chairman of BNEC Asia, six members of his Committee and the Executive Secretary Mr. Ian Trevor.

The delegation will also spend three days in Hong Kong on the outward journey where they will discuss with the Principal Trade Commissioner progress in the follow-up to the British Week held in March, have talks with the Director of Commerce and Industry, Sir Sik-nin Chau and Mr. Oliphant the Chairman and Director of the Trade Development Council of the Hong Kong Government. They will also meet participants in the British Week as well as agency marketing managers.

On the return journey Mr. Montague and his Committee will arrive in Bangkok in time for the opening of the First Asian International Trade Fair on November 17 and remain there until after November 19, Britain's National Day.

Trade team for Marseille

THE LONDON Chamber of Commerce sent a small research mission to Marseille from October 12 to 14 to investigate possibilities for British participation in Marseille's new industrial development programme, including the French Government's Europort du Sud project.

The mission's programme was designed to enable members to assess, in particular, prospects in the shipbuilding and petro-chemical industries. Members have been touring the Europort (with the President of the Marseille Port Authority) and the Chantiers Navals shipyard, in addition to meeting leading representatives of Marseille industry and commerce.

British trade delegation for Czechoslovakia

ONE OF THE strongest ever British trade delegations left London on October 7 for a four-day visit to Czechoslovakia.

Led by Lord Erroll, president of the London Chamber of Commerce, and a former President of the Board of Trade, the delegation also included Sir Frank Kearton, chairman of Courtaulds; Mr. Alexander Ross, chairman of United Dominions Trust; Sir Donald Stokes, deputy chairman and managing director of Leyland Motors; and Sir Charles Wheeler, chairman of AEI. The visit was organized by the London Chamber of Commerce, in close consultation with the Czechoslovak Embassy in London, to strengthen trade relations.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Lord McFadzean leads delegation to Mexico

LORD MCFADZEAN, chairman of BICC, leads a 36-strong business delegation to Mexico on October 18. Representing a wide cross section of British industry, the delegation will have a one-day conference with their opposite numbers in Mexico, on the eve of the British Industrial Exhibition which opens on October 19. It will be essentially a 'down to brass tacks' meeting to discuss ways and means of increasing two-way trade between Mexico and Britain.

Mexico is a thriving, stable country whose population numbers over 40 million and whose total annual import file is nearly £550 million. Of this total, Britain at the moment claims only about 3½ per cent. For obvious reasons most of Mexico's trade – about two-thirds in fact – is done with the United States but there is clearly room for Britain to improve her share. West Germany already has 8 per cent of the market and other West European countries are coming up fast.

Any appreciable expansion of exports to Mexico would have to be mainly in the capital goods field. Mexico's policy is to encourage local industry and so there is an almost total clamp down on the import of foreign consumer goods and consumer durables.

Nacional Financiera, the Government development bank, has indicated that capital goods imports aimed at helping the country's industrialization programme are likely to total something like £1,000 million over the next ten years.

British hosiery and knitwear for Eastern Europe

THE BRITISH Hosiery and Knitwear Export Group sent a Trade Mission to Poland and Czechoslovakia on October 9 sponsored by the British National Export Council. The Mission comprises the representatives of 12 British manufacturers of hosiery and knitwear. It will meet representatives in Warsaw of IMPEKO, the State buying organization for hosiery and knitwear and also representatives of other State organizations in Poland, interested in hosiery and knitwear. On October 12 the Mission travelled to Prague where they were in touch with CENTROTEX, the State buying organization in Czechoslovakia for hosiery and knitwear.

There is considerable interest in both countries in British products of this industry, more particularly in knitwear. Recently the State buying organization in Poland have indicated that they are interested in the purchase of a wide range of women's clothing, including the better quality and styles of hosiery and knitwear. The visit of the Mission will enable the representatives of the firms to discuss this with the State buying organization. The Mission is due to return today (October 14).

Arrangements in connection with this Mission have been made through the British Embassies in the countries concerned, with the assistance of the Board of Trade and the support of the British National Export Council.

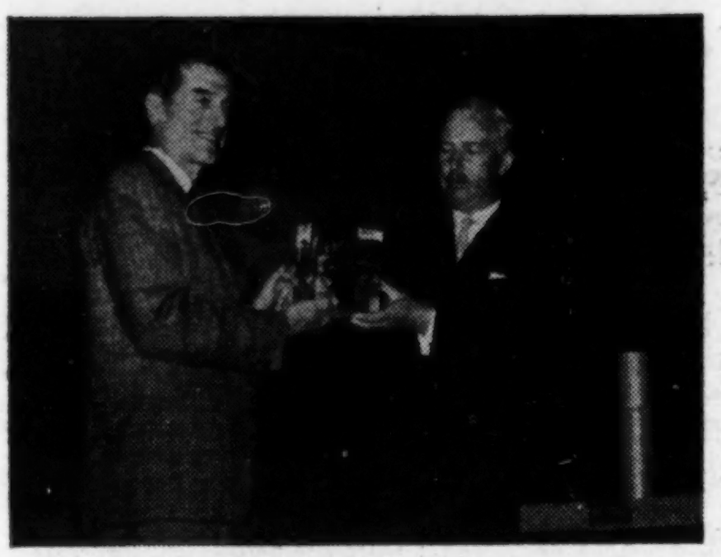
Big Swedish ships' components trade mission

AS A RESULT of the combined efforts of the British National Export Council and the United Kingdom ships' components industry, a 19-man Trade Mission from the Swedish shipyards arrived in Britain on October 9 for a week, during which they have been visiting 14 different firms in England and Scotland; in addition, they met another 35 firms at a one-day conference in London on October 10. They were officially welcomed before the conference by Mr. Peter Tennant, Director General of BNEC.

Five Swedish yards account for 90 per cent of the country's total shipbuilding production. In all, six are represented on this Mission, each of them sending two personnel. This Mission is receiving financial assistance from the British National Export Council, who have received valuable assistance in organizing the programme from the British Marine Equipment Council, The British Electrical and Allied Manufacturers' Association, the British Internal Combustion Engine Manufacturers' Association, the Electronic Engineering Associations, and the National Association of Marine Engine Builders.

THE QUEEN'S AWARD TO INDUSTRY 1966

Some of the 115 British companies named as the winners of the Queen's Award to Industry



Mr. M. A. Clements (left), chairman and managing director of Caterpillar Tractor Co. Ltd., accepts the Award from Lord Clydesmuir, Lord Lieutenant of Lanarkshire.

Sir John Ruggles Brise, (second from right), Lord Lieutenant of Essex, at the presentation ceremony for Howard Rotavator Ltd. On his right is Mr. A. C. Howard, managing director.

The Earl of Munster, Lord Lieutenant of Surrey, touring the fine knitwear factory of W. F. Paine Ltd., during the Queen's Award presentation ceremony.

His Grace the Duke of Norfolk presenting the Award to Dr. E. M. Foulkes, chairman of Measuring and Scientific Equipment Ltd.

Some of the many toys made by Mettoy Ltd., Swansea, who export 50 per cent of their production to 200 overseas markets.

Pringle of Scotland Ltd., export 60 per cent of their top quality knitwear. Some of the garments are seen being examined before packing.

Tractors leaving the Meltham, Yorkshire, works of David Brown Ltd. In 1965 the Meltham plant exported more than 82 per cent of its output.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 28.

Tariff heading	Proposed definition for tariff purposes	Asked for as	Exemption required until	Reference
29.14	Octanoyl peroxide . .	As in previous column .	December 31, 1967	6912
29.23	1-(3, 4-Dimethoxyphenyl)-1 - dimethylamino - 4 - phenylbutane hydrochloride . . .	As in previous column .	December 31, 1967	6914
29.29	Hydroxyurea . . .	As in previous column .	December 31, 1967	6913

Application for anti-dumping duties on theophylline and theophylline hydrate

THE BOARD OF TRADE gave notice on June 1, 1966, that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on imports of theophylline and theophylline hydrate originating in the Federal Republic of Germany. The Board of Trade now give notice that the application has been extended to cover imports originating in East Germany.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than October 28, 1966. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Imports from China

FOR THE BENEFIT of traders who may be intending to visit the Canton Fair, the Board of Trade, in Notice to Importers No. 1163, dated October 7, 1966, have given preliminary information about the licensing arrangements for imports from China during 1967. A further Notice will be issued when final details have been settled.

Quotas will be not less than those prevailing in 1966 and listed in Appendix B to Notice to Importers No. 1137, dated January 15, 1966 (see *Board of Trade Journal* of January 21, 1966, page 122), and licences to the full value requested will be granted for items listed in Annex A to that Notice. In addition, 'Dead rabbits and rabbit meat' are now added to Annex A. Open individual licences will continue to be issued for imports of eggs and egg products. In the case of the quota for canned pigs' livers and lungs (Annex B), this heading is being revised to read 'Fully cooked pigs' livers and lungs for human consumption'. For pigs' livers and lungs for animal feeding stuffs purposes (i.e. for incorporation in pet foods or in compound feeding stuffs for livestock) specific licences under Annex A will be available forthwith against the following item: 'Pig offal not for human consumption (subject to the Importation of Carcasses and Animal Products Orders 1954).'

Arrangements for licensing against the cotton and rayon fabrics quotas, the manufactures of cotton, linen and man-made fibres quota and the silk fabrics quota, will be set out in a later Notice. For all other quotas, applications for licences will be considered on the basis of evidence of firm offers by the Chinese suppliers and subsequent acceptance by the applicant. As licences will not be issued in excess of quotas, applicants are advised to ascertain whether a portion of the quota can be reserved on their behalf before concluding contracts. Requests for reservations may be made at once, but licences will not be valid until January 1, 1967.

Balances remain on several 1966 quotas and until December 31, licences will still be issued against them. In the following cases, however, the quotas have been fully or virtually fully, allocated and further licences will be made valid only for imports on and after January 1, 1967:

FOOD

Butter.
Fish and shellfish – fresh, frozen or preserved, *other than* fish in airtight containers, frozen fish (including fillets) and frozen prawns.
Fruit:
  Apples, canned and bottled.
  Plums, canned and bottled.
Meat and meat products – frozen or in airtight containers:
  Poultry.
  Canned pigmeat, including ham.
Vegetables:
  Asparagus, green beans, beetroot, broccoli or cauliflower, Brussels sprouts, carrots, celery, cucumber (other than gherkins), herbs, lettuce and endive, mushrooms, onions (dry bulb) and shallots, green peas, radishes, rhubarb, spinach and turnips:
    Dried or canned (excluding herbs, dried, in bulk).
    Frozen.

TEXTILES AND APPAREL

Cotton bath mats.
Footwear.
Gloves of all kinds.
Silk apparel, other than gloves, stockings, socks and headgear.
Silk yarns.

OTHER COMMODITIES

Basketware of cane, wicker or willow.
Chemicals.
Clocks (both alarm and non-alarm).
Cutlery.
Enamelware.
Glassware (table).
Hurricane lamps.
Pencils and crayons.
Playing cards.
Pottery.
Sewing machines.
Toys and games.
Vacuum flasks.

It should be noted that reservations can be made only against current offers and that licences will be issued only against offers and contract documents dated after the issue of this Notice. Agricultural and food imports will, of course, continue to be subject to the appropriate animal, public and plant health requirements.

Mr. Henry Marking, chief executive of British European Airways, visited Abbotsinch Airport, Glasgow, on October 5 to open the £1 million BEA development at the airport consisting of an aircraft maintenance hangar, cargo terminal, motor transport unit, flight kitchen and Scottish Area headquarters. Picture shows Mr. Henry Marking unveiling the commemorative plaque. On the right is Mr. Robert McKean, BEA manager, Scotland.

New offices of the Queensland Government in the Strand, London, were officially opened on October 5 by the Hon. Frank Nicklin, the Premier of Queensland. Picture shows Mr. Nicklin (left) with Colonel Sir Henry Abel Smith, former Governor-General of Queensland, with a plaque unveiled by Mr. Nicklin to commemorate the occasion.

Imports of bananas from the Dollar Area

THE BOARD OF TRADE have announced in Notice to Importers No. 1164, dated October 12, 1966, that the quota for imports of bananas from the Dollar Area during the 12 months commencing October 1, 1966, will be at the unchanged level of 4,000 tons.

On June 1, 1966, the Board of Trade announced, in Notice to Importers No. 1152, (see *Board of Trade Journal* dated June 3, 1966, page 1240), the introduction of more flexible arrangements for allocating the quota for the period now ended and the same principles will be applied during the new quota period.

Any importer may submit an application on producing written evidence of a contract with an overseas supplier which is firm (subject only to the issue of an import licence) and which provides for bananas to be delivered between October 1, 1966, and September 30, 1967. Such applications will be licensed, within the overall limit of the quota, on a first come, first served basis.

The Board will be prepared, in certain cases, to licence bananas to be consigned from a country other than that in which they were grown.

Licences will normally be valid for one month only.

All applications should be made on form ILB/A to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4, enclosing evidence of contract. Page 1 should be completed; on page 2, only the desired amount of the licence, in tons, need be stated; on page 3 *and copies,* the applicant's name and address and the description of goods (fresh bananas) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Renold Chains for Tees-side

THE English Industrial Estates Corporation and Renold Chains Ltd., Manchester, have announced that negotiations have been successfully concluded with the Board of Trade under which the corporation will construct a major production unit for Renold Chains on the new Tees-side Industrial Estate at Thornaby.

Initially, a 150,000 sq. ft. factory on an eight acre site is expected to provide employment for some 600/800 people, of whom two-thirds will be men. The company are, however, reserving sufficient land to enable the unit to be expanded to 400,000 sq. ft. at which stage the numbers employed are expected to increase considerably, including a larger percentage of women.

The project, which is scheduled for the South West corner of the estate thus opening up the estate still further, is at present going through the various planning stages. Construction will begin next year and Renold Chains expect to be in production by the summer of 1968. The architects for the project are Cordingley & McIntyre of Durham City.

New chairman of BIM Council

MR. DAVID DUCAT, vice-chairman and managing director (and chairman-designate) of the Metal Box Company Ltd., a member of council of the British Institute of Management, was appointed chairman of BIM at the council meeting on October 4. He succeeded Mr. John Bolton, chairman of the Economic Development Committee for the Rubber Industry, who has been appointed, for life, vice-president of the Institute.

Mr. J. H. Arkell, director of administration at the British Broadcasting Corporation, a member of council of BIM and a member of the BIM executive committee, was appointed chairman of the BIM executive committee with effect from October 5.

Ford to site future projects in Development Areas

FORD OF BRITAIN announced on October 3 that after talks with Board of Trade officials it had agreed to site any new major manufacturing projects in the Development Areas. Also discussed were various projects to improve the production and office facilities in a number of localities where Ford is established.

The Board of Trade indicated its willingness to consider granting the necessary permissions for these schemes, which are designed primarily for modernization and the improvement of efficiency.

Ford has already made important contributions to the Development Areas through the provision of new industry and employment at its plants at Halewood and Swansea. Together they employ more than 11,000.

INDUSTRIAL FILM CATALOGUE

The 1964-65 *edition of the Central Office of Information industrial catalogue* Films for Industry *contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films.* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. post free.

Modern factories to let in Wales

WITH THE OPENING of the Severn Bridge a new and closer link has been forged between England and Wales, which undoubtedly will have very far-reaching and beneficial effects upon both countries. Not the least of these will be to increase the already apparent attractions of the Principality to the industrialist wishing to expand his present organization or to engage upon a new enterprise.

In previous editions of the *Board of Trade Journal* we have, from time to time, reported on Government financed factory development in Wales, and in particular we have drawn attention to the various programmes of Advance Factory building being carried out by the Welsh Industrial Estates Corporation. These factories, which are of either 10,000 sq. ft. or 25,000 sq. ft. in floor area, are erected on sites which will accept at least a 100 per cent extension of the original premises and are steel-framed, single-storey units with a height to eaves of 14 ft. and a height to the underside of the valley beams of 11 ft. 9 in. Offices, male and female toilets, central heating and essential services are provided.

Several of these Advance Factories have been completed and already have tenants in occupation. Some of them have even been let before the commencement of building work, and in several cases this has necessitated an increase in the size of the premises to meet the individual tenant's requirements.

The following list gives the locations in which further Advance Factories are either in course of construction or scheduled for building, all of which will in due course be available for letting.

Location	Area in sq. ft.
Available shortly	
Pwllheli, Caernarvonshire	10,000
Milford Haven, Pembrokeshire	10,000
Holyhead, Anglesey	10,000
Pontardawe, Glamorgan	10,000
Under construction	
Ammanford, Glamorgan	10,000
Merthyr Tydfil, Glamorgan	25,000
In planning	
Neath, Glamorgan	10,000
Rhondda, Glamorgan	10,000
Ynyscedwyn, Upper Swansea Valley (2 factories)	10,000
	10,000
Maesteg, Glamorgan (2 factories)	10,000
	25,000
Swansea Industrial Estate	25,000
Ystalyfera, Upper Swansea Valley	25,000

Government-sponsored factory development is not confined exclusively to the Advance Factory programmes and in the Development Areas of Wales Government assistance is available to the approved industrialist who wishes to establish new industry in the Principality.

At Talbot Green in Glamorgan, close to Cardiff and to the Treforest Industrial Estate, a site of 72 acres is being acquired by the Board of Trade for major factory development, and the Welsh Industrial Estates Corporation are well advanced with plans for the erection of two substantial factories to be built to the specific requirements of two industrialists who have decided to develop in this area.

The Corporation will also shortly be in possession of a site of some 86 acres at Kenfig near Port Talbot in Glamorgan.

Inquiries should be addressed to the Commercial Manager, Welsh Industrial Estates Corporation, Treforest Industrial Estate, Pontypridd, Glamorgan, or to The Controller, Board of Trade Office for Wales, Gabalfa, Cardiff.

North Western Export Club

MR. DAVID BENNION, sales director of Graesser Salicylates Ltd., Chester, succeeds Mr. A. M. Lock, the managing director of A. M. Lock Co. Ltd., Oldham, as chairman of the North Western Export Club. The club, founded in 1961 and intended primarily for the small firm in Lancashire, Cheshire and North Wales, exists basically to enable members to learn from each other through the interchange of ideas and information.

Industry's investment intentions for 1966 and 1967

FORECASTS of their expected capital expenditure in 1966 and 1967 provided by companies in August and September indicate that there will be a small fall in industry's investment between 1965 and 1966 and a further, somewhat greater, fall between 1966 and 1967.

Between 1965 and 1966 the fall is not likely to be large. For manufacturing industry the forecasts suggest a decrease of about 4 per cent in real terms. Since, on a seasonally adjusted basis, investment in the first half of the year has been maintained at the average level of the year 1965 the decrease expected implies a falling trend in the second half of the year. For the distributive and service industries, whose forecasts are in general more difficult to interpret, the figures supplied by companies suggest little change between 1965 and 1966 as a whole. Since, however, on a seasonally adjusted basis actual expenditure in 1966 so far is about the same level as in the second half of 1965 and lower than in the first half a small fall in real terms seems probable.

For 1967 the fall suggested by the latest forecasts is, in real terms, about 7/8 per cent for manufacturing industry; for the distributive and service industries, whose forecasts can only be interpreted in broad terms, a somewhat similar decrease is indicated.

Within manufacturing industry falls around the average figure are indicated for most industry groups; a rather heavier reduction is suggested for the industry group 'Chemicals, paint and printing ink', while the forecasts given by companies engaged in mineral oil refining point to a large increase in investment by that industry group between 1966 and 1967.

These latest forecasts indicate that both for 1966 and for 1967 contributing companies have reduced their plans and intentions since the latest regular inquiry which was taken at the end of 1965 (published in *Board of Trade Journal* of January 28, 1966). Some indications of the downward revision had already been obtained in the simple qualitative inquiry taken in May this year (published in *Board of Trade Journal* of June 24, 1966).

On this occasion a supplementary inquiry was made in the middle of September addressed to some of the contributing companies in manufacturing industry, including all the largest spenders. In collecting firms' forecasts, it has always been realised that the timing of a particular inquiry might not enable each contributing company to return figures which are entirely up to date. The re-assessment of plans and intentions in the light of changes in the various factors which affect investment programmes is not, for most companies, a continuous process nor is it one which can be quickly completed. In view of the economic policy measures announced in the summer and their possible effect on capital expenditure plans the supplementary inquiry was designed to ascertain if the forecasts supplied had been reviewed in the light of recent economic developments and, if a re-assessment had not been made, to obtain some indication, however approximate, of the extent of any revisions which might flow from such a re-assessment. The indications derived from this supplementary approach have been taken into account in arriving at the results of the inquiry which can, in consequence, be regarded as reflecting manufacturing industry's views at the end of last month.

There was no systematic supplementary inquiry in the field of distribution and other services where past experience has shown that the margin of uncertainty in interpreting companies' forecasts is much greater than is the case for manufacturing industry. Partly this arises because returns are not obtained from smaller firms, whose forward budgeting is less formal, and these account in the aggregate for a high proportion of the activity in these trades; and partly because the forecasts supplied by the larger firms do not, in the aggregate, provide such a reliable basis for interpretation as do the forecasts supplied by manufacturers.

It is to be emphasized that experience has shown that plans and intentions are likely to be revised as time passes. In particular, the forecasts for 1967, which were provided well before the period of actual expenditure, may be revised before the end of this year when the Board's next investment intentions inquiry will be taken.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page 508 of the Board of Trade Journal, May 27, 1966.

A party of West Midlands businessmen left Birmingham recently on the first leg of a four-week hard-selling mission to the United States. Picture shows members of the party boarding the London-bound coach. On the steps is the leader of the mission, Mr. Peter Stedeford, managing director of the Oldbury precision tube making firm of Accles & Pollock. The mission, which is sponsored by the Birmingham Chamber of Commerce and Industry, will visit key industrial centres in the United States including Chicago, Cleveland and New York.

Exporting to Switzerland

A SUPPLEMENT to the Board of Trade *Export Service Bulletin*, entitled 'Exporting to Switzerland', was published on Monday, October 10.

The supplement marks the launching of a special 'export targeting' exercise covering selected groups of products. The groups of products for this exercise are men's and women's outerwear, furniture, medical and hospital equipment, electronic components, instruments and industrial control equipment, and machine tools.

The supplement contains detailed market reports on these product groups, which are considered as offering particularly favourable opportunities for the expansion of British exports to Switzerland. Over the next few months special efforts will be made to bring these opportunities to the attention of British exporters.

Publication of abridgments of patent specifications

THE PATENT OFFICE is to introduce a revised and improved procedure for the early publication of illustrated abridgments of Patent specifications. This will begin towards the end of November with the series numbered 1,050,001 to 1,075,000, and the cost will be no more than that for the present series.

Instead of the present irregular system of publication, the new system provides for abridgments to be issued weekly in pamphlet form, the aim being to make the abridgment available within seven days of the publication of the corresponding patent specification. Subscribers will still be supplied with indexes and covers to enable them to bind their own volumes.

Abridgments are produced primarily as search tools for use by industry and commerce, and in the Patent Office. Earlier publication will therefore materially assist in the rapid dissemination of information about new technology and in its application to industrial processes. It is hoped that as a result substantially more British firms will decide to use this service.

Abridgments will continue for the present to be available on a subscription basis only. The price of the new series will remain at £6 12s. 6d. per group volume, or £155 per complete set of 25 volumes. Subscriptions should be forwarded as soon as possible, and in any case before the end of November, to Sale Branch, The Patent Office, Block 'C', Station Square House, St. Mary Cray, Orpington, Kent.

Prevention of Fraud (Investments) Act, 1958

Dealers in securities

THE FOLLOWING changes have taken place during September in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Exempted Dealers

Addition:

N. H. Woolley & Co. Ltd., 118 Old Broad Street, London, E.C.2.

Authorized unit trust schemes

The following changes have taken place in the list of unit trust schemes authorized under Section 17 of the Act, and published in Part V of the 1966 Particulars of Dealers in Securities and of Unit Trusts. (An earlier list of changes was published in the *Board of Trade Journal* of July 8, 1966.)

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
TYNDALL MANAGERS LIMITED, 19 Whiteladies Road, Bristol, 8.	The Tyndall Exempt Fund	Glyn Mills & Co., 67 Lombard Street, London, E.C.3.
GAS INDUSTRY AND POWER UNIT FUND MANAGERS LIMITED, 3/5 Norwich Street, Fetter Lane, London, E.C.4.	Gas Industry and Power Unit Fund.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
HILL, SAMUEL & COMPANY LIMITED, Shell House, 55 Bishopsgate, London, E.C.2.	British Shareholders Dollar Fund.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
LICENSED TRADE UNIT TRUST MANAGERS LIMITED, 16 Coleman Street, London, E.C.2.	Excelsior Unit Fund.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
J. F. THOMASSON MANAGEMENT LIMITED, St. Alphage House, London Wall, London, E.C.2.	Charterhouse Capital Units	Rothschild Executor and Trustee Company Limited, New Court, St. Swithins Lane, London, E.C.4.
J. F. THOMASSON MANAGEMENT LIMITED, St. Alphage House, London Wall, London, E.C.2.	Charterhouse Income Units	Rothschild Executor and Trustee Company Limited, New Court, St. Swithins Lane, London, E.C.4.
HODGE UNIT TRUST MANAGERS LIMITED, Summit House, 9/10 Windsor Place, Cardiff.	Hodge Asset Value Unit Trust.	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.

Amendments:

The following unit trust schemes now come within the Investment Assured Securities Limited group and should be deleted from the Commonwealth Group:

The A.E. & Unit Trust
Commonwealth Group Export Unit Trust
Orthodox Unit Trust
The Commonwealth Unit Trust Fund
Invest in Leisure Unit Trust
World Wide Unit Trust

Guiness Mahon Executor & Trustee Company Limited are now the Trusteee of the Professional & General Investment Fund in place of Hambros Bank Executor and Trustee Company Limited.

Glyn Mills & Co. are now the Trustees of the Tyndall Capital Fund and the Tyndall Income Fund in place of S. G. Warburg & Company Limited.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of October 7 issue.

Patents endorsed 'Licenses of Right'

UNDER SECTION 35 of The Patents Act, 1949 the following Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	September 13, 1966	
921,217	S.A. de Participations Appareillage Gardy	Prefabricated cellular-type electric switch-gear.
921,460	S.A. de Participations Appareillage Gardy	Electric cable boxes.
921,782	S.A. de Participations Appareillage Gardy	Electric connection boxes.
928,840	Gevaert Photo-Producten N.V.	Photographic material.
968,290	Cookson, M. C. S.	Dispensers for Syrups, etc.
983,029	Taylor, Howard D.	Drying apparatus employing radiant panel heaters.
1,022,294	Chimiotechnic	Preparation of fungicidal water-insoluble alkyl aryl sulphonates.
	September 14, 1966	
753,857	Dunlop Rubber Co. Ltd.	Impregnation of textile cords with synthetic resins.
803,771	Xetal Products Ltd.	Production of cellular synthetic rubbers.
804,885	Dunlop Rubber Co. Ltd.	Pneumatic tyre covers.
822,546	Dunlop Rubber Co. Ltd.	Cellular elastomeric materials.
904,003	Dunlop Rubber Co. Ltd.	Cellular synthetic rubber.
904,004	Dunlop Rubber Co. Ltd.	Continuous mixing apparatus for use in the production of cellular synthetic rubber.
908,312	Whittington, Paul Elvin	Encapsulating suit for human use.
923,081	Dunlop Rubber Co. Ltd.	Polyurethane foam materials.
927,283	Nobel-Bozel	Silicon and calcium based alloys.
928,889	Commissariat a l' Energie Atomique	Processing uranium ore.
929,371	Dunlop Rubber Co. Ltd.	Polyurethane elastomers.
933,033	Dunlop Rubber Co. Ltd.	Resilient foam materials.
956,925	Lowndes, Douglas Bradwell	Labels, etc.
	September 19, 1966	
862,826	Harlick, William Ashton	Flexible tubes, etc.
921,366	Commissariat a l' Energie Atomique	Process, etc., for controlling counter-current electro-migration apparatus.
924,213	Commissariat a l' Energie Atomique	Fuel element holders for boiling-water atomic reactors.
925,629	Commissariat a l' Energie Atomique	Method of determining the spectrum of a source which emits a radiation.
925,788	Commissariat a l' Energie Atomique	Remote manipulating arrangement and device.
927,043	Commissariat a l' Energie Atomique	Nuclear reactors.
927,315	Commissariat a l' Energie Atomique	Process for the lixiviation of uranium bearing ores.
927,883	Commissariat a l' Energie Atomique	Devices for remote measurement of the displacements of inaccessible members.
928,440	Commissariat a l' Energie Atomique	Sealing and centering device for rotary shaft.
928,834	Commissariat a l' Energie Atomique	Machine for removing the cartridges of nuclear reactor fuel elements.
930,058	Commissariat a l' Energie Atomique	Heterogeneous nuclear reactor.
931,779	Commissariat a l' Energie Atomique	Liquid moderator nuclear reactors.
932,194	Commissariat a l' Energie Atomique	Vacuum control valve.
932,912	Commissariat a l' Energie Atomique	Fluid flow selector valves.
932,499	Commissariat a l' Energie Atomique	Devices for treating fluids.
932,955	Commissariat a l' Energie Atomique	Process, etc., for aiding heat exchange between a surface and a gas.
933,217	Commissariat a l' Energie Atomique	Nuclear reactor fuel elements.
933,573	Commissariat a l' Energie Atomique	Device for recording, etc., counts by a photographic memory.
933,794	Commissariat a l' Energie Atomique	Dismountable filter supports.
933,816	Commissariat a l' Energie Atomique	Nuclear fuel elements.
933,817	Commissariat a l' Energie Atomique	Nuclear fuel elements.
933,982	Commissariat a l' Energie Atomique	Solid moderator arrangements for nuclear reactors.
934,009	Commissariat a l' Energie Atomique	Fuel elements for nuclear reactors.
934,471	Commissariat a l' Energie Atomique	Reactor fuel element charging machine.
996,741	Solvay & Cie	Polymerisation of olefines.
1,013,043	Newman, Albert Edward	Electrical conductors for high frequency currents.
	September 20, 1966	
890,063	Diagrit Electrometallics Ltd.	Tool for dressing the surface of a conical hole.
910,018	Keyser, J. J.	Creel arrangement for textile machines.
913,065	Keyser, J. J.	Spindle belt or tape drive.
925,845	Keyser, J. J.	Drive for spinning and twisting spindles.
947,460	Keyser, J. J.	Brake for spinning and twisting spindles.
970,214	Societa Italiana Resine	Method of purifying gaseous formaldehyde.
	September 23, 1966	
753,434	Gevaert Photo-Producten N.V.	Photographic material.
911,585	Josef, Willy	Fabric-spanning frame assembly for embroidering machines.
912,219	Josef, Willy	Presses for assembling the fabric-spanning frames for embroidering machines.
934,934	Gevaert Photo-Producten N.V.	Photographic material.
1,024,794	Gevaert Photo-Producten N.V.	Diffusion transfer materials, etc.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office,
London.

GORDON GRANT,
Comptroller.

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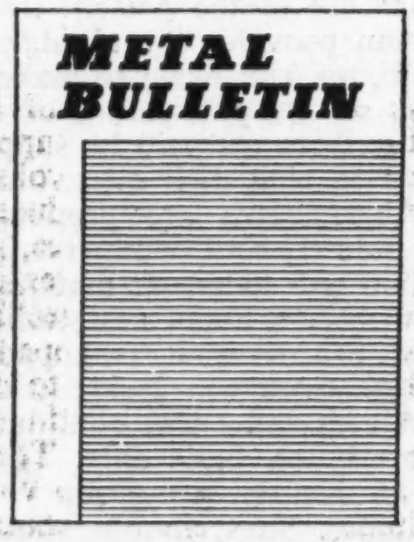

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New Books

Domestic Electrical Appliances, by T. A. B. Corley. *Studies in British industry,* (*No.* 1), (160 pages. Cape. 12s. 6d. paper, 25s. hard covers). This volume is the first in a new series on industrial economics designed for students, teachers and industry. The aim is to provide for each selected industry an outline of its growth, structure, organization, pricing and marketing, and a biblography. In addition, developments and policies are analysed and the impact of government policies on the particular industry are examined. The author of this volume is a lecturer in economics at Reading University, and he presents an account of the origins and development of the industry for domestic electrical appliances from its beginnings as an engineering sideline to a major growth industry. Some technical problems of production and design are considered, structure pricing and investment policies are discussed, and the industry's role in international trade is examined. Number 2 in the series – **Nationalization in British Industry,** by L. J. Tivey (219 pages. 15s. paper, 30s. hard covers) – has a somewhat different approach, as it deals with a group of industries and discusses, not their economic problems, but the factors which arise from their common institutional form and the related political problems. Mr. Tivey, who is a lecturer in public administration at the University of Birmingham, starts his book with three chapters, which are largely historical and factual. The first deals with the development of ideas about nationalization up to 1939, both in the sense of public ownership and of its embodiment in the public corporation. This is followed by a description of the circumstances in which nationalization took place (mainly since 1946), the parliamentary process of legislation and the basic structure of the public corporations as they have emerged. After a brief account of nationalization in practice, the remainder of the book is devoted to an examination of problems and controversies. These include the problems of internal organization; the problems of external relations, with the Government, Parliament and the public; the objectives to be aimed at in the industries already nationalized; and a resumption of the consideration of the merits and demerits of nationalization and public ownership as such.

Economic Growth, 1960-1970; a Mid-decade Review of Prospects (74 pages. Available from Organization for Economic Co-operation and Development, Château de la Muette, 2 rue André-Pascal Paris 16). In November 1961, the first Ministerial Council of OECD adopted the target of increasing the combined national output of OECD member countries by 50 per cent during the decade from 1960 to 1970. Following this decision, the Organization's Economic Policy Committee appointed a working party to concentrate on those aspects of general economic policy most relevant to economic growth, and in 1962 a report by this working party, *Policies for Economic Growth,* was published by OECD (obtainable from HMSO, price 5s., by post 5s. 5d.). This was essentially a progress report, which examined the record of growth in the 1950's, and considered some of the policy issues which had immediate relevance for growth in the 1960s. The working party has now produced this further report, which reviews the progress made towards achieving the growth target, presents projections for 1970, and identifies the main policy problems that are likely to be encountered in maintaing stable growth during the remainder of the period. It appears from this mid-term review that the output target will be reached, if not surpassed. However, since inflationary strains and external imbalances have been encountered by most member countries in recent years, an important task for policy during the remainder of the decade will be to place growth on the more balanced and sustainable basis that was contemplated when the target was established. The report includes several statistical tables.

International Bank for Reconstruction and Development and International Development Association 1965-1966 Annual Report (84 pages. Available free from IBRD, New Zealand House, Haymarket, London, S.W.1). In June 1966 the World Bank (IBRD) completed 20 years of operations. This report on its activities, and those of its affiliate, the International Development Association (IDA), in the fiscal year 1965/66, consists of three main parts. In the first, an account of the year's activities of both organizations is given, including a table showing by purpose and area the amount of IBRD loans and IDA credits granted during the year. Part 2 is a 20-page analysis of the 'Trends and Outlook in Development Finance', a feature which was introduced in the 1964/65 report, and has this year been considerably enlarged. Finally, appendices provide detailed information on the financial activities of both organizations. They include tables showing the cumulative totals of loans and credits classified by purpose and area, and by country. Another affiliate of IBRD is the **International Finance Corporation,** whose **Annual Report, 1965-1966** (47 pages), is also available free from the IBRD London office. It includes a review of ten years of IFC operations, and of the Corporation's principal activities in 1965/66, as well as details of individual projects in which investments were made during the year.

Establishing a Business in Australia. Bank of New South Wales (8th edition. 66 pages. Available free from the Bank of New South Wales, 29 Threadneedle Street, London, E.C.2). The object of this booklet is to provide guidance for those who wish to establish a business or industry in Australia, and to answer some of the more general questions likely to be asked about Government and industry, taxation, tariff policy, labour, social service and health benefits, power services, transport, and raw materials.

The Parameters of Research, by F. T. Pearce (111 pages. Industrial Marketing Research Association, c/o Mr. W. McGrane, Dunlop Chemical Products Division, Chester Road, Erdington, Birmingham 24. 20s.). A more descriptive title for this work would be the Parameters of Industrial Marketing Research, for it is constructed from two surveys of company industrial marketing research conducted and analysed between 1963 and 1966. In the first survey the objective was to review the type of company performing the work, compare departmental functions with transatlantic practice, and obtain information about the approach to field work. The second survey investigated attitudes to technique development. After analysing the results of the surveys the author argues there are parameters in industrial marketing research not yet fully recognized, that are capable of influencing activity and methodology. The detailed analysis of the surveys is contained in the appendices.

In recent issues we have notified on this page the volumes in *The Corona Library* dealing with Bechuanaland and Basutoland. To mark the independence of these two territories the Central Office of Information has published, as additions to its series of *Reference Pamphlets,* **Botswana** and **Lesotho** (32 pages. 5s., by post 5s. 5d., from HMSO and Government bookshops, in each case). Each of these pamphlets deals briefly with the land and its people, history, recent political progress, the economy of the country and its social services. Each is provided with a short reading list, a map, and a selection of illustrations.

Living in Cities, by John May. (63 pages. Longmans, 9s. 6d.). Although the author does not specify the purpose and scope of this book, it appear to be a brief introduction to the history of the development of the city and the problems and needs of urban life. Housing, traffic, health, education, density and leisure activities are all briefly discussed in their historical and social context. At the end of each chapter the author includes a controversial passage from a magazine or book on the subject, followed by a couple of questions for the reader to answer. The idea is to allow a newcomer to the field to learn something of current sociological and economic problems arising from the increasing urbanization of Great Britain.

Other publications

INDUSTRIAL FIBRES, 1966. A Review of Production, Trade and Consumption relating to Wool, Cotton, Man-made Fibres, Silk, Flax, Jute, Sisal and other Hemps, Mohair, Coir and Kapok. Commonwealth Economic Committee. 244 pages. 10s., by post 11s., from HMSO and Government bookshops.

IPA NATIONAL READERSHIP SURVEYS. Tables of Reading Frequency for 27 Publications. Fieldwork Period: July 1965—June 1966. 46 pages. The Institute of Practioners in Advertising, 44 Belgrave Square, London, S.W.1. *National Readership Surveys* cost 20 guineas a year.

NATIONAL ENGINEERING LABORATORY ANNUAL REPORT 1965. Ministry of Technology. 10s. 6d., by post 11s. 1d., from HMSO and Government bookshops.

SOCIALIST FEDERAL REPUBLIC OF YUGOSLAVIA. August 1966. *Economic Surveys by the OECD.* 43 pages. 5s., by post 5s. 5d., from HMSO and Government bookshops.

TRADE ASSOCIATIONS AND PROFESSIONAL BODIES OF THE UNITED KINGDOM, compiled by Patricia Millard. 3rd edition (revised and enlarged). 372 pages. Pergamon Press, 60s.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, *Lima.*

Government sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Oct. 18	**Machine tools, miscellaneous stores**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2, Yorks. (Tel. Leeds 20898.)**

Machine tools: Wilson and Robinson circular saw machines; Hopkins grinding machines; Blackburn & Cranshaw shearing machines; 18 Denham SS and SC lathes 12 in. diameter SOB 24 in. BC; Ajax bench drilling machines 230/250V; Morris grinding and buffing machines; Soag SS and SC lathes 13 in. to 15 in. diameter SOB 36 in. BC; Fortuna hand sawing machines.

Miscellaneous: Lister and Planet industrial tractors; Ransomes & Rapier and Mather & Platt pumping sets; Dennis trailer fire pump; electric drying ovens by Bartlett and Gallenkamp 230V; Onan generating sets 3 kVA; Allen auto-scythe; 2- and 4-wheeled trolleys; ICI degreasing plant; Wild Barfield heat treating furnace 940°C 230V; Wickham steam cleaner 240V; Tangye hydraulic jacks (6, 25 and 32 tons); Albion, Rover, Austin and Bedford spares; used tyres; wireless spares; electric cable; workshop equipment; charging sets; bicycle kits and spares; generator spares; wooden crates and boxes; clothing and textiles including BD and denim blouses and trousers; raincoats; greatcoats; leather jerkins; shirts, vests and drawers; miscellaneous jackets; trousers and overalls, protective clothing; boots; blankets, pillows, curtains; table and drying cloths; manila or sisal ropes 3 in. by 100 ft.

Oct. 21	**Machine tools, miscellaneous stores**	**Command Ordnance Sub-Depot, Reed Hall Avenue, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. Colchester 73171.)**

Machine tools: Bradbury 4 in. brake drum lathe 415V; Liner portasaw 26 in. with JAP engine; Edgwick horizontal heavy duty milling machine 415V; Wadkin 36 in. circular saw bench 400/450V; Graham & Normanton boring and screw cutting lathe 415V; Richmond horizontal universal medium duty milling machine.

Miscellaneous stores: Bamford and Villiers petrol engines; Lister and Ruston & Hornsby diesel engines; Holman 'Rotogrinders'; Warsop power rammers; Millars 4 in. diaphragm pump; chain saws; wireless and motor spares; jacks; 16 mm. and 35 mm. film projectors; 6 and 12V batteries; electric drills; miscellaneous tool kits; drying ovens; tent poles; snatches and pulley blocks; office safes; charging and generating sets; clothing and textiles, including greatcoats, battle dress, boots and shoes, webbing equipment, carpets, blankets, bedding, etc.; suitcases; furniture; scrap metals.

Oct. 25 & 26	**Machine tools, miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. Bicester 2073.)**

Machine tools: Herbert pillar drilling 1-in. and 20-in. stroke shaping machines; Ajax bench drilling machine; Tangyes 16-ton hydraulic press; Mitchell lathe 8½-in. SS; Milford 10-in. double-ended grinding machine; Joshua & Heap 4-in. pipe screwing machine; Black & Decker refacing machine; J. Pickles 30-in. medium duty and sawing machine; Murex electric welding plant.

Miscellaneous stores: 41 Dennis medium fire pump trailers; fire extinguishers; 525 pairs binoculars; 252 telescopes; 31 monoculars; 248 Service wristwatches; theodolites; barometers; clinometers; micrometers; electric and electronic equipment; cine projectors; copy camera and photographic equipment; laboratory equipment; generating sets; electric furnace; welding electrodes; MT spares; gravity rollers; miscellaneous harness and saddlery accessories; paint; camping equipment; furniture; small hand tools; unworn clothing, including raincoats, mackintoshes, grey flannel trousers, sports jackets, blue serge trousers, jackets, waistcoats, Oxford and Derby shoes, ski and motor cyclists boots, ladies' shoes, plimsolls, etc.; large quantity of shoe repairing tools and equipment and a large assortment of general stores.

Nov. 9	**Aircraft and aero engine spares, miscellaneous stores, including:**	**No. 16 Maintenance Unit, RAF, Stafford**	**South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. Stafford 2331.)**

Standard 18 hp, Austin K4 and Caterpillar D8 engines; Land Rover, Austin and AEC spares; Coles crane spares; aircraft tools; Cooke, Troughton & Simms, Stanley, Watts and Ottway theodolites; aluminium boxes; wooden crates; pulley blocks and chains; radar and radio spares; 5 tons used tyres; miscellaneous chairs, lockers, tables, cupboards, etc.; parachute webbing and a large assortment of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

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Location: No. 2 Engineer Stores and Workshop, Liphook, Hants.

Applications for Tender Forms should be made to Ministry of Defence (AD), Sales 4 c ii, First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. November 3, 1966. Permission to view on presentation of Tender Form only.

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	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
								Selected components					Selected components		
			Personal disposable income	Tota consumers' expenditure		Retail sales	Total	Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1964 4th quarter	127	130	148	143	125	107	159	124	177	191	154	+148	+ 76	+30	+15
1965 1st quarter	128	132	152	146	127	108	160	131	168	193	156	+ 54	+ 29	—10	+12
2nd quarter	127	131	153	145	123	107	158	122	172	187	158	+ 95	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	152	+131	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	159	128	170	190	155	+ 66	+ 18	+13	+18
1966 1st quarter	130	133	164	156	130	110	158	130	165	182	153	+ 63	+ 42	N/C	+17
2nd quarter		133				110		124	166				— 10	—15	+28
1966 February		132				109									
March		135				110									
April		134				110									
May		133				111									
June		132				109									
July		134*				110									
August						109									

	ORDER		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964 4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965 1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966 1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279		159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter					114·7*	133·7*		322	253				
1966 February	165	120	134·4	+4·5	114·1	131·3	165·4	277	281		159	159	
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	123*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August			137·8	+3·8	114·1*	133·7*	169·8	318	255		164	163	
September					113.1*	133·7*		344	235				

* Provisional. † Not seasonally adjusted.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

Industry's capital expenditure in the second quarter of 1966

REVISED ESTIMATES show that private industry's capital expenditure in the second quarter of 1966 (at 1958 prices, seasonally adjusted) was about 2 per cent below the level in the first quarter of the year. This is a smaller fall than that estimated at the provisional stage. In both manufacturing and the distributive and service industries expenditure on vehicles rose sharply while that on new building work fell, as it has done in every quarter since the first quarter of 1965.

Manufacturing industry

The revised estimate of capital expenditure by manufacturing industry at £287 million (at 1958 prices, seasonally adjusted) is somewhat higher than that provisionally estimated and only 4 per cent below expenditure in the first quarter of the year. Investment in the first half of this year was slightly higher than in the corresponding period in 1965 and less than 1 per cent lower than in the second half of last year. Much of the fall in expenditure between the first and second quarters occurred in the chemicals and the 'other manufacturing' industries in both of which expenditure has been rather variable in recent quarters. The fall in expenditure on plant and machinery largely reflected the movement in these industries.

Distributive and service industries

Expenditure by the distributive and service industries (excluding shipping) was marginally higher than in the first quarter of 1966. Investment by these industries has been steady over the last three quarters at a slightly lower level than the peak reached at the end of 1964 and the beginning of 1965. In the second quarter a rise in the expenditure of wholesalers and the other service industries was balanced by a fall in that of retailers. Expenditure by shipowners was unchanged at a level much the same as the average quarterly expenditure in 1965.

(*Continued on page* 939)

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

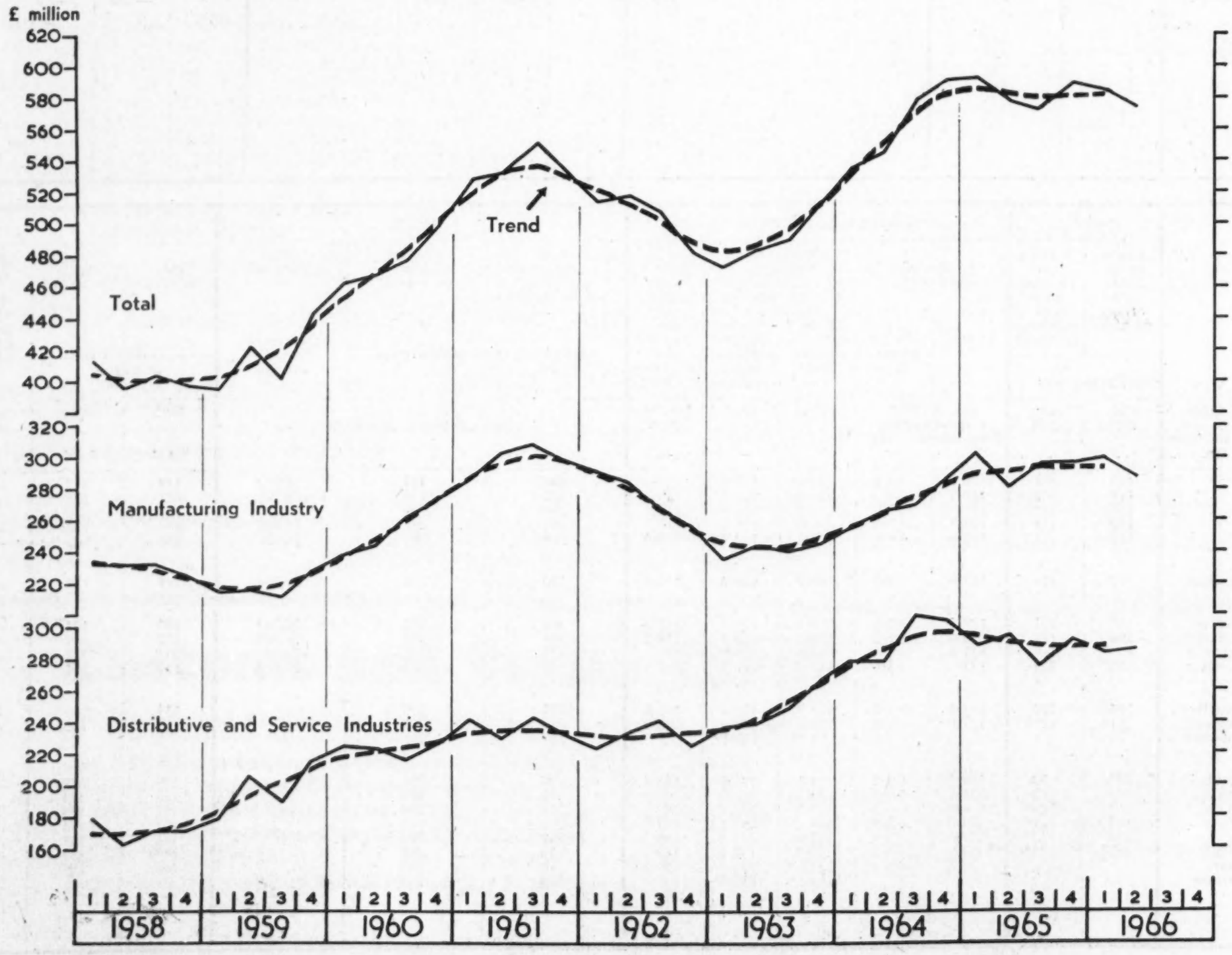

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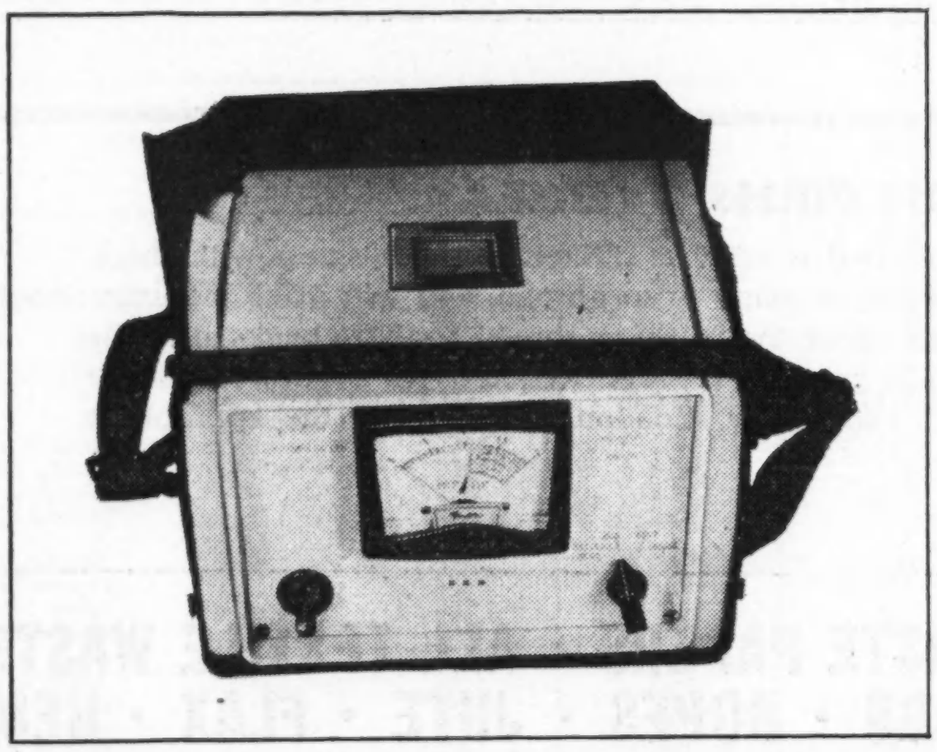
Table 1. Industry's fixed capital exxpenditure at 1958 prices seasonally adjusted [a]

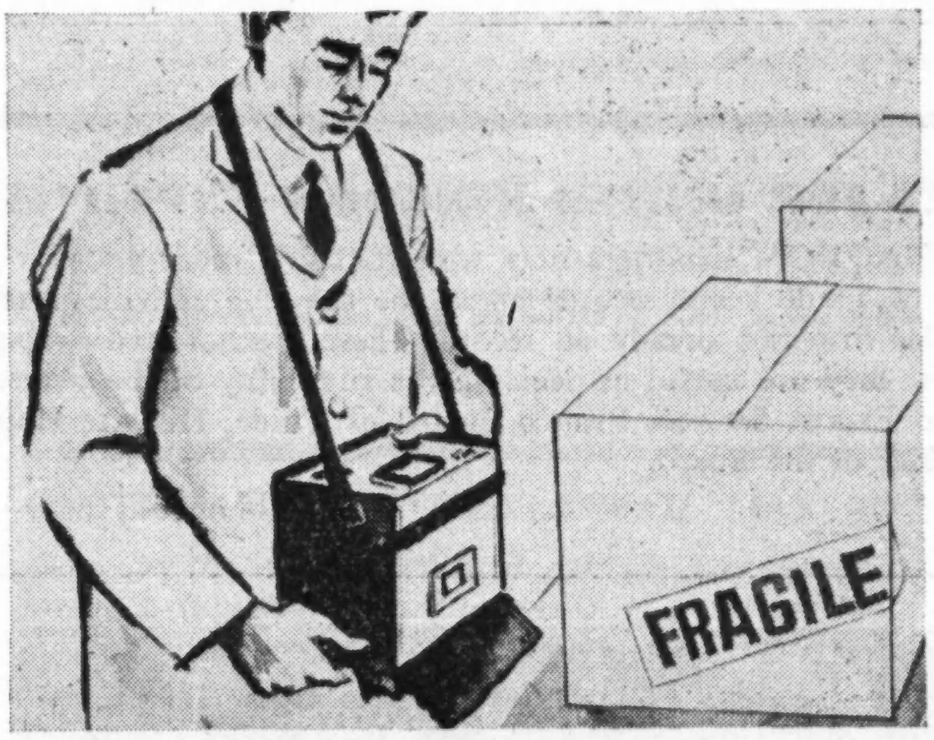
£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	890	1,906	547	456	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	646	386	990
1963	964	992	1,956	595	427	935
1964	1,078	1,171	2,249	689	520	1,041
1965	1,176	1,154	2,330	739	497	1,097
1960 1st quarter	238	225	463	138	112	213
2nd quarter	244	223	467	132	117	218
3rd quarter	261	216	477	136	110	231
4th quarter	273	226	499	141	117	241
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	230	532	163	104	265
3rd quarter	308	243	551	163	114	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	163	96	255
2nd quarter	284	234	518	164	101	253
3rd quarter	267	241	508	170	95	243
4th quarter	256	225	481	149	94	239
1963 1st quarter	235	237	472	143	100	228
2nd quarter	244	239	483	149	102	233
3rd quarter	240	249	489	148	107	235
4th quarter	245	267	512	155	118	239
1964 1st quarter	256	279	535	157	126	252
2nd quarter	266	279	545	166	123	256
3rd quarter	270	308	578	179	138	261
4th quarter	286	305	591	187	133	272
1965 1st quarter	303	289	592	191	121	281
2nd quarter	281	296	577	185	130	263
3rd quarter	296	276	572	183	117	272
4th quarter	296	293	589	180	129	281
1966 1st quarter	300	284	584	172	128	284
2nd quarter	287	286	573	168	135	270

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.





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INDUSTRY'S CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	153·3	25·7	156·3	100·4	244·5	78·7	116·8	80·9	121·5	1,078·1	284·2	87·5	706·4
1965	164·8	21·2	198·8	97·2	236·3	109·5	124·6	91·6	132·1	1,176·1	312·9	89·2	774·0
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·2
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·6	9·1	34·5	24·5	58·1	19·4	24·8	19·5	28·3	255·8	66·5	21·7	167·6
2nd quarter	38·4	6·3	37·3	24·2	61·7	20·9	28·9	18·8	30·0	266·5	69·9	22·5	174·1
3rd quarter	39·7	5·1	39·1	25·9	62·0	16·7	29·5	21·3	30·4	269·7	70·0	21·8	177·9
4th quarter	37·6	5·2	45·4	25·8	62·7	21·7	33·6	21·3	32·8	286·1	77·8	21·5	186·8
1965 1st quarter	42·4	5·2	48·6	25·3	63·2	26·0	33·3	24·5	34·0	302·5	82·2	23·1	197·2
2nd quarter	39·2	4·9	46·8	24·0	57·6	25·8	29·3	24·3	29·2	281·1	77·0	21·4	182·7
3rd quarter	42·9	5·2	53·5	25·1	55·7	26·3	32·3	21·0	34·1	296·1	78·0	20·9	197·2
4th quarter	40·3	5·9	49·9	22·8	59·8	31·4	29·7	21·8	34·8	296·4	75·7	23·8	196·9
1966 1st quarter	39·5	6·8	55·2	24·9	57·2	28·9	30·4	19·5	37·3	299·7	69·7	25·3	204·7
2nd quarter	37·2	9.2	48·4	23·2	57·3	27.3	31·5	20·3	32·5	286·9	67·3	27·5	192·1

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Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a), (c), (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles (excluding ships of the Shipping Industry)	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	222	226
1961	126	105	195	522	822	330	237	255
1962	104	116	187	515	820	347	221	252
1963	85	126	204	577	907	351	266	291
1964	124	145	232	670	1,047	405	308	335
1965	93	153	227	681	1,061	426	315	323
1960 1st quarter	40	22	43	120	185	75	55	55
2nd quarter	43	25	43	112	180	70	55	55
3rd quarter	38	26	44	108	178	67	53	58
4th quarter	37	27	45	117	189	72	59	58
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	27	27	47	129	203	82	58	63
3rd quarter	31	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	26	25	52	120	197	83	53	61
2nd quarter	33	27	48	126	201	85	53	63
3rd quarter	22	33	46	140	219	96	58	65
4th quarter	23	31	41	129	202	83	57	63
1963 1st quarter	23	29	52	133	214	85	61	68
2nd quarter	18	32	47	142	221	87	65	69
3rd quarter	22	31	51	145	227	87	65	76
4th quarter	22	34	54	157	245	92	75	78
1964 1st quarter	28	35	57	159	251	91	76	85
2nd quarter	27	34	60	158	252	96	74	82
3rd quarter	37	36	58	177	271	109	79	83
4th quarter	32	40	57	176	273	109	79	85
1965 1st quarter	15	41	60	173	274	109	83	84
2nd quarter	30	38	57	171	266	108	79	80
3rd quarter	22	38	56	160	254	105	74	75
4th quarter	26	36	54	177	267	104	79	84
1966 1st quarter	22	40	54	168	262	102	81	79
2nd quarter	22	43	49	172	264	101	85	78

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,044	1,024	2,068
1964	1,200	1,221	2,421
1965	1,367	1,243	2,610
1960 1st quarter	221	216	437
2nd quarter	236	216	452
3rd quarter	271	206	477
4th quarter	293	242	535
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	237	241	478
2nd quarter	260	242	502
3rd quarter	261	250	511
4th quarter	286	291	577
1964 1st quarter	264	282	546
2nd quarter	292	287	579
3rd quarter	300	308	608
4th quarter	344	344	688
1965 1st quarter	327	303	630
2nd quarter	321	311	632
3rd quarter	344	286	630
4th quarter	375	343	718
1966 1st quarter	339	306	645
2nd quarter	339	309	648

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

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Industry's stocks in the second quarter of 1966

REVISED ESTIMATES of the change in industry's stocks in the second quarter show a negligible rise of £3 million (at 1958 prices, seasonally adjusted). This is not significantly different from the small fall in stocks provisionally estimated; the rise in stocks was the smallest quarterly change for some years, and, although due in part to exceptional circumstances, underlines the slow downward trend in industry's stockbuilding.

Manufacturing industry

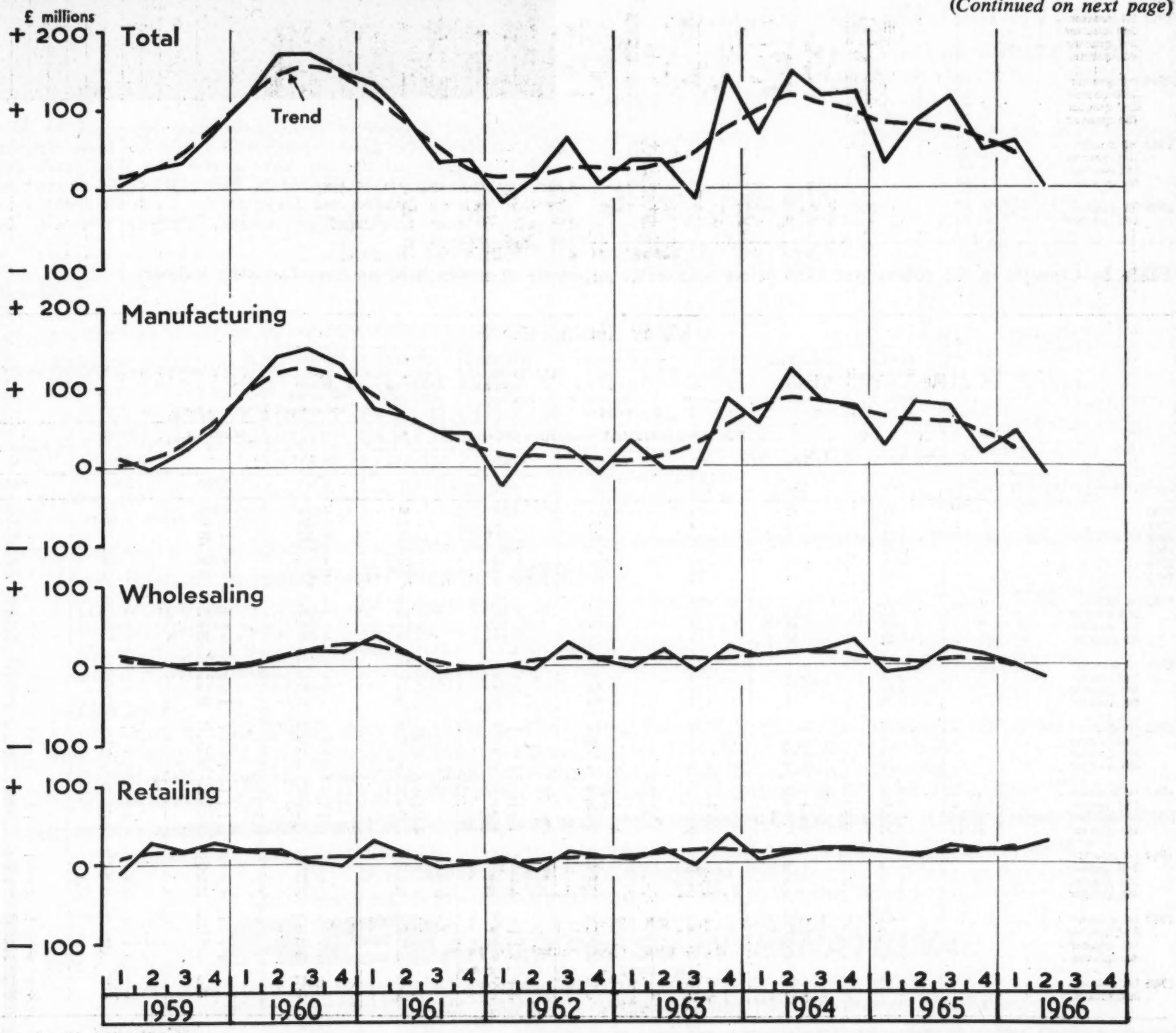
Manufacturers' stocks fell by £10 million (at 1958 prices, seasonally adjusted). Within this total the estimated fall in stocks of materials and fuel held is exceptionally large, and the rise in finished goods substantial. It seems likely that one of the factors affecting these movements, and the fall in wholesalers' stocks, was the seamen's strike. The stocks of materials and fuel of all industries, except chemicals, fell, and the finished goods of all but the metal manufacturing industries rose. In total the stocks of the metal manufacturing industries fell substantially after a small fall in the first quarter; those of the engineering industries have risen only slightly in both the first and second quarters after large increases in 1964 and 1965. Since the almost unchanged level of manufacturers' stocks was associated with a fall in the index of production, the stocks/production ratio rose from 97.4 in the first quarter to 98.6; this level has been reached only once since 1963.

Distributive trades

The provisional estimate of the fall in wholesalers' stocks has been reduced; this is now estimated to have been £15 million (at 1958 prices, seasonally adjusted), fairly evenly divided between general wholesalers' stocks and those of dealers in industrial materials and machinery. Retailers' stocks continued to rise.

Changes in industry's stocks at 1958 prices seasonally adjusted

(*Continued on next page*)



INDUSTRY'S STOCKS, *continued*

Table 1—Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1965	6,361	1,036	1,190	8,587
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+22	+14	+ 58
1963	+113	+29	+55	+197
1964	+335	+72	+47	+454
1965	+201	+19	+57	+277
1960 1st quarter	+ 95	N/C	+18	+113
2nd quarter	+141	+11	+18	+170
3rd quarter	+148	+19	+ 2	+169
4th quarter	+130	+18	— 1	+147
1961 1st quarter	+ 72	+35	+25	+132
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 41	— 7	— 2	+ 32
1962 1st quarter	— 24	N/C	+ 5	— 19
2nd quarter	+ 29	— 7	—10	+ 12
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	+ 3	+ 8	+ 2
1963 1st quarter	+ 31	— 1	+ 3	+ 33
2nd quarter	— 3	+19	+18	+ 34
3rd quarter	— 1	— 9	— 1	— 11
4th quarter	+ 85	+20	+35	+140
1964 1st quarter	+ 54	+10	+ 3	+ 67
2nd quarter	+123	+13	+12	+148
3rd quarter	+ 82	+19	+17	+118
4th quarter	+ 76	+30	+15	+121
1965 1st quarter	+ 29	—10	+12	+ 31
2nd quarter	+ 80	— 5	+ 7	+ 82
3rd quarter	+ 75	+21	+20	+116
4th quarter	+ 18	+13	+18	+ 49
1966 1st quarter	+ 42	N/C	+17	+ 59
2nd quarter	— 10	—15	+28	+ 3

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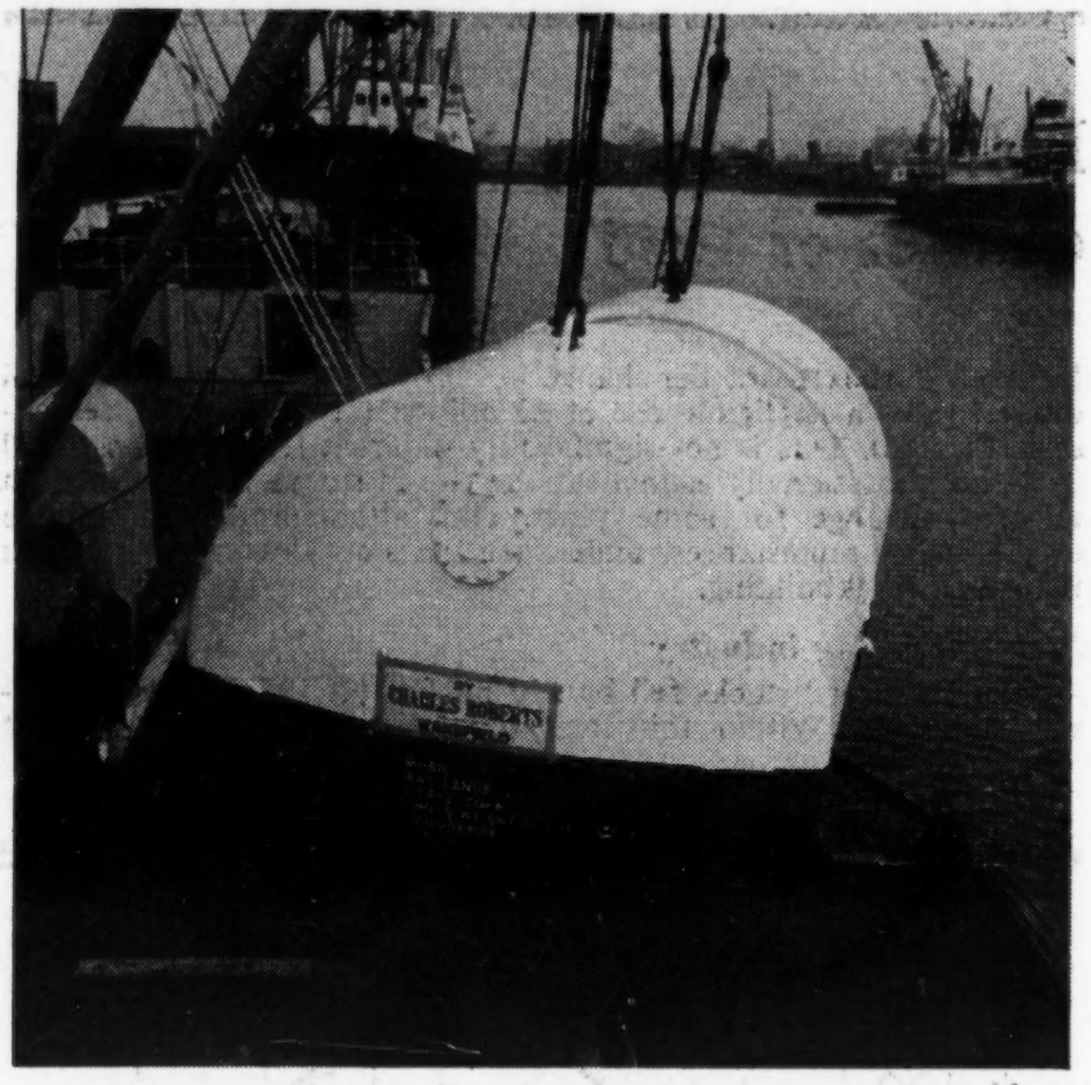

An order for a series of seven tanker-mooring buoys for Mobil Oil Company's Ras Lanuf terminal in Libya has been completed with the loading of the last buoy at the East West India Dock recently. The buoy was shipped by Prince/Westcott on their joint service between London and Libya on the chartered vessel 'Goodhope'. It was fabricated by Charles Roberts and Co. Ltd., Wakefield.

Table 2—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a] [b] [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1965	846	547	503	3,156	662	647	6,361	2,290	2,364	1,707
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 6	+30	+30	+199	+ 48	+22	+335	+106	+148	+ 81
1965	—10	+12	+15	+153	— 8	+39	+201	+ 38	+ 71	+ 92
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 4	+ 5	+ 1	+ 17	—10	+14	+ 31	— 15	+ 19	+ 26
2nd quarter	+23	— 9	— 2	— 10	— 1	— 4	— 3	— 4	+ 11	— 10
3rd quarter	— 2	— 8	— 3	+ 5	+ 7	N/C	— 1	— 1	+ 18	— 17
4th quarter	+31	N/C	+ 5	+ 45	+ 4	+ 1	+ 85	+ 23	+ 44	+ 18
1964 1st quarter	+ 3	+ 6	+ 9	+ 32	+ 5	— 1	+ 54	+ 32	+ 27	— 4
2nd quarter	— 4	+ 9	+15	+ 69	+23	+10	+123	+ 29	+ 50	+ 44
3rd quarter	+ 3	+ 6	+ 3	+ 58	+ 6	+ 6	+ 82	+ 15	+ 37	+ 30
4th quarter	+ 5	+ 9	+ 2	+ 40	+13	+ 7	+ 76	+ 31	+ 33	+ 11
1965 1st quarter	—11	—17	+ 6	+ 34	+ 7	+10	+ 29	— 5	+ 45	— 11
2nd quarter	— 6	+31	— 5	+ 54	— 8	+14	+ 80	+ 23	— 5	+ 61
3rd quarter	+17	+ 2	+ 7	+ 40	— 4	+13	+ 75	+ 22	+ 25	+ 28
4th quarter	—10	— 4	+ 7	+ 26	— 4	+ 3	+ 18	— 1	+ 5	+ 14
1966 1st quarter	+13	+11	— 5	+ 13	+ 3	+ 7	+ 42	+ 8	+ 23	+ 11
2nd quarter	— 7	+ 7	—22	+ 3	+ 1	+ 9	— 10	— 43	N/C	+ 33

(*Continued on page 947*)

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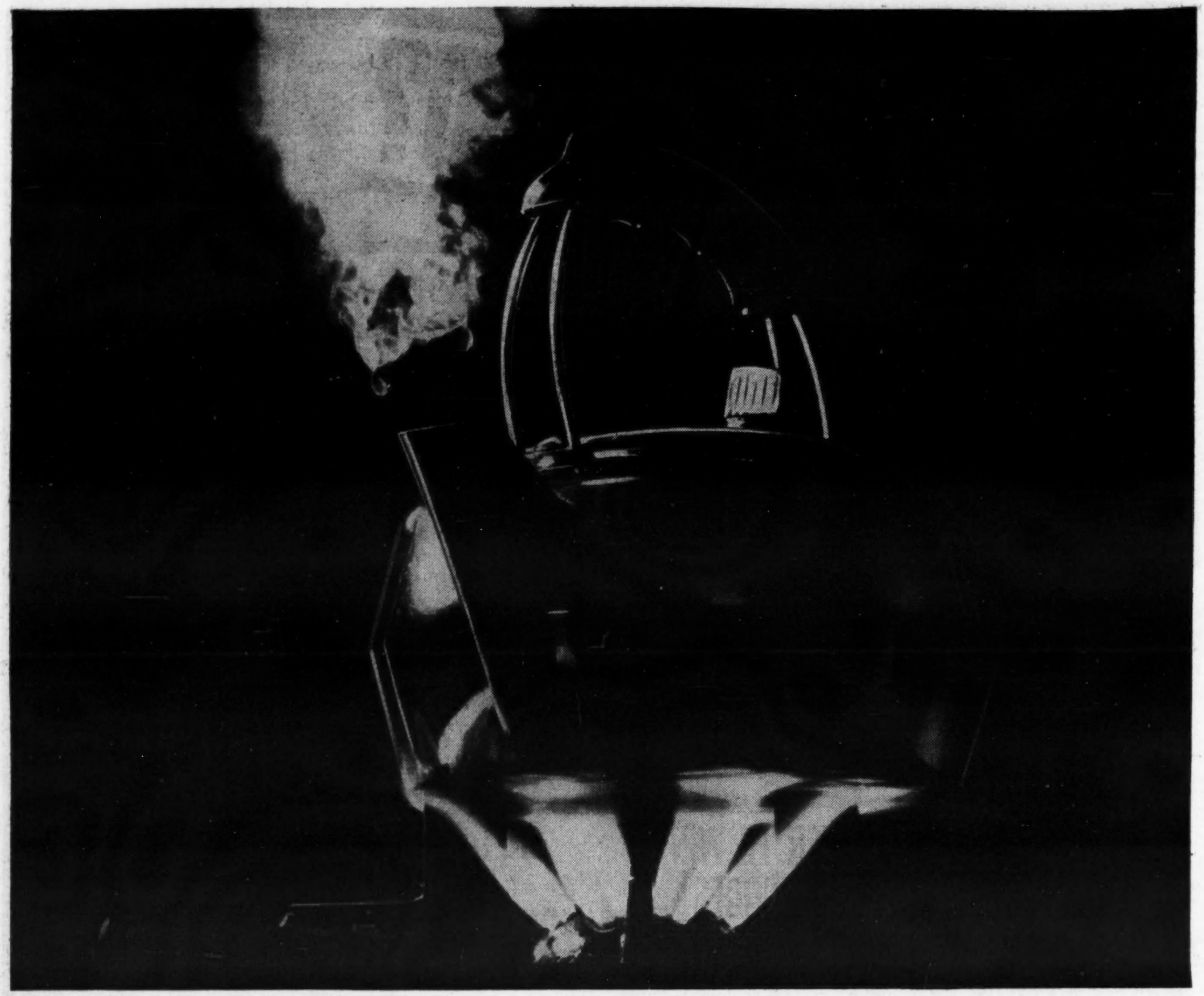

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HIGH SPEED GAS

INDUSTRY'S STOCKS, *continued*

Table 3—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1965
810	General wholesale distributors 1960	— 1	+10	+15	+ 2	+26	
	1961	+28	+10	— 2	—10	+26	
	1962	— 6	—11	+16	+ 5	+ 4	
	1963	— 2	+12	—11	+14	+13	
	1964	+ 1	+ 7	+10	+27	+45	
	1965	— 9	— 1	+17	+ 5	+12	674
	1966	+ 5	— 9				
831	Dealers in coal, builders' materials, etc. 1960	N/C	+ 1	N/C	+ 3	+ 4	
	1961	+ 1	+ 1	— 1	— 1	N/C	
	1962	+ 1	N/C	+ 2	+ 1	+ 4	
	1963	+ 3	+ 2	— 3	+ 3	+ 5	
	1964	+ 3	N/C	+ 5	— 2	+ 6	
	1965	— 4	— 2	+ 1	+ 3	— 2	94
	1966	— 1	N/C				
843	Dealers in industrial materials and machinery. 1960	+ 1	N/C	+ 4	+13	+18	
	1961	+ 6	+ 6	— 6	+ 4	+10	
	1962	+ 5	+ 4	+ 8	— 3	+14	
	1963	— 2	+ 5	+ 5	+ 3	+11	
	1964	+ 6	+ 6	+ 4	+ 5	+21	
	1965	+ 3	— 2	+ 3	+ 5	+ 9	268
	1966	— 4	— 6				
	Total wholesalers 1960	N/C	+11	+19	+18	+48	
	1961	+35	+17	— 9	— 7	+36	
	1962	N/C	— 7	+26	+ 3	+22	
	1963	— 1	+19	— 9	+20	+29	
	1964	+10	+13	+19	+30	+72	
	1965	—10	— 5	+21	+13	+19	1,036
	1966	N/C	—15				

Table 4—Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

	1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1965
Manufacturing (b) 1960	+125	+178	+127	+161	+591	
1961	+110	+102	+ 46	+ 54	+312	
1962	+ 9	+ 28	+ 12	+ 29	+ 78	
1963	+ 69	+ 4	+ 16	+161	+250	
1964	+125	+181	+108	+148	+562	
1965	+126	+147	+102	+ 98	+473	7,313
1966	+167	+141				
Wholesaling (c) 1960	+ 7	+ 18	+ 52	— 22	+ 55	
1961	+ 44	+ 20	+ 15	— 36	+ 43	
1962	+ 6	+ 5	+ 40	— 19	+ 32	
1963	— 6	+ 23	+ 23	+ 8	+ 48	
1964	+ 14	+ 30	+ 62	+ 18	+124	
1965	— 1	+ 9	+ 54	— 14	+ 48	1,169
1966	+ 8	+ 1				
Retailing (d) 1960	+ 68	+ 15	— 19	— 20	+ 44	
1961	+ 69	+ 36	— 10	— 34	+ 61	
1962	+ 60	— 1	— 1	— 13	+ 45	
1963	+ 56	— 6	— 13	+ 26	+ 63	
1964	+ 55	+ 13	+ 7	+ 15	+ 90	
1965	+ 73	— 1	+ 6	+ 4	+ 82	1,334
1966	+ 81	+ 25				
Total (e) 1960	+200	+211	+160	+119	+690	
1961	+223	+158	+ 51	— 16	+416	
1962	+ 75	+ 32	+ 51	— 3	+155	
1963	+119	+ 21	+ 26	+195	+361	
1964	+194	+224	+177	+181	+776	
1965	+198	+155	+162	+ 88	+603	9,816
1966	+256	+167				

Notes relating to Tables 1-4

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5

The relationship of manufacturers' stocks to manufacturing production

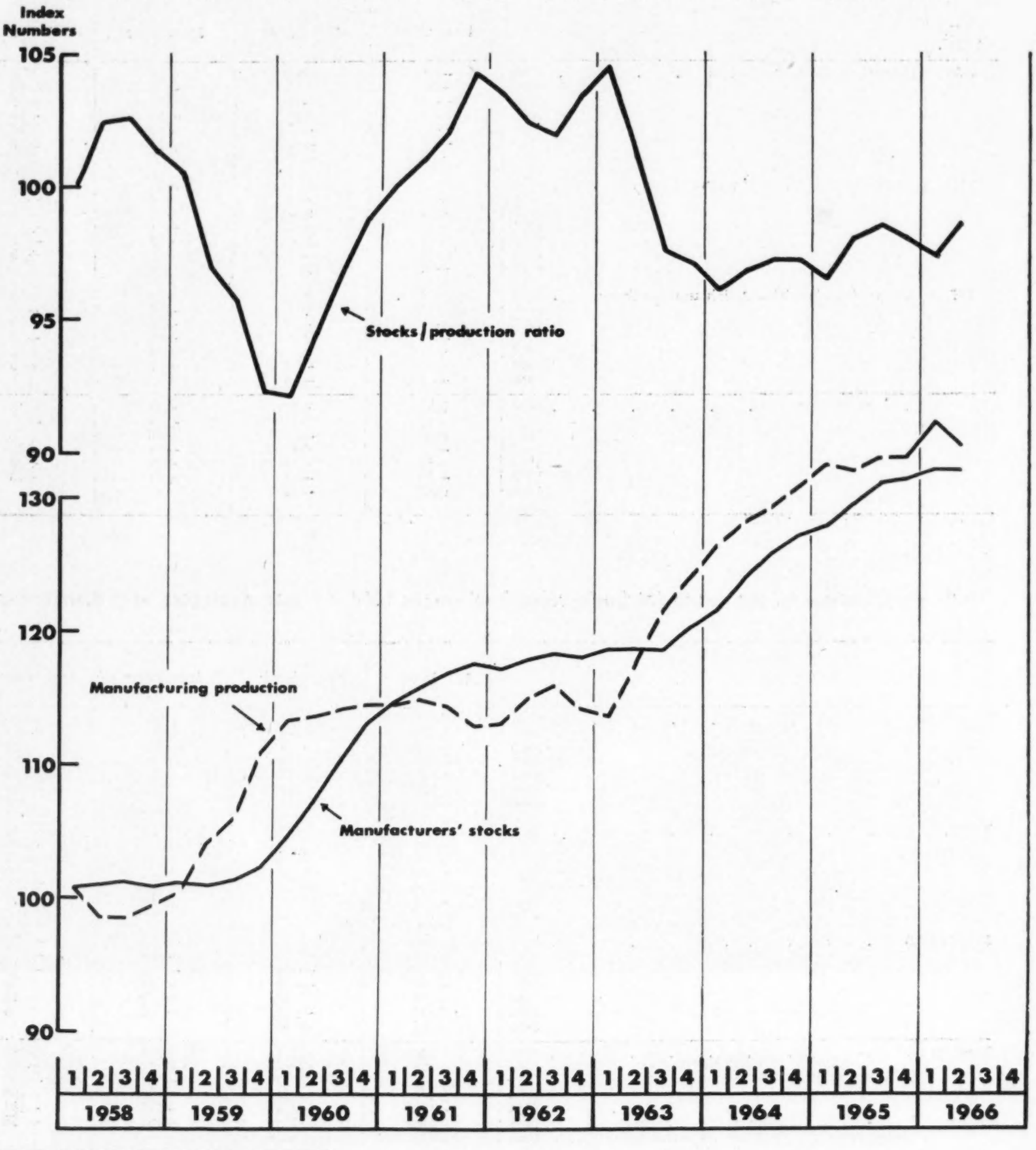
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·4
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·4
	2	119	117	101·0
	3	119	121	97·6
	4	120	124	97·1
1964	1	121	126	96·0
	2	124	128	96·7
	3	126	129	97·2
	4	127	131	97·3
1965	1	128	133	96·5
	2	129	132	98·0
	3	131	133	98·6
	4	131	134	98·1
1966	1	132	136	97·4
	2	132	134	98·6
	3			
	4			

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



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Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

WHOLESALE PRICE INDEX NUMBERS

Prices of materials lower in the third quarter

PRICES OF MATERIALS and fuel used in manufacturing industry, which began to rise fairly steeply last autumn, levelled off in the middle months of the year and have turned down during the third quarter. The provisional index for the third quarter is over 1 per cent lower than the previous quarter but is still nearly 4 per cent higher than a year earlier. Both the food and non-food sectors contributed to the rise over the year. The easing of prices in the past few months has been due largely to the non-food sector which has fallen by 3½ per cent since June. This was a reflection mainly of the sharp decline during this period of the price of copper from the high level it had previously reached. The provisional index for the food sector, which fluctuated only narrowly in the first half of the year, rose to a slightly higher level in July and August but eased in September to reduce the third quarter average to a level about ½ per cent above that for the previous quarter.

Output prices for all manufactured products, which rose steadily during the first half of the year, levelled off in the third quarter. The provisional index for the third quarter was about ½ per cent higher than in the second quarter (compared with a rise of 1 per cent between the first and second quarter of the year) and some 2½ per cent more than a year earlier. A rise in the non-food sector of manufacturing industry was mainly responsible for the ½ per cent rise over the second quarter; the provisional index for the food sector was much the same as in the previous quarter.

Materials and fuel used in broad sectors of industry

The provisional index for September for materials and fuel used in the food industries fell back by over 1 per cent from the level for the previous month. This was due mainly to lower prices for imported sugar and cocoa, though there were also small decreases in a number of other imported and home grown products. In the non-food sector all the provisional index numbers for September for each of the broad groups of industries (other than the timber sector which remained unchanged) showed a fall compared with the previous month. On a quarterly basis there were small increases, compared with the previous quarter, in the prices of materials for the chemical and timber industries; and little change in those for paper industries. The most noticeable movements were, however, in the index numbers for the mechanical and the electrical engineering industries both of which, after rising strongly since the third quarter of last year, fell back by over 1 per cent. Prices of materials used in these two industries had been rising steeply under the impact of increasing copper prices (the index for the electrical industry rose 10 per cent during the first six months of this year).

The index numbers of materials used in house building and in construction both eased back a little more in September and the third quarter averages were only marginally higher than in the second quarter.

Output of broad sectors of industry

There were small upwards movements in several products of the food manufacturing industry, including sugar, during September, but these were virtually offset by falls in the prices of some animal foods and grain milling items. The third quarter average is only marginally above that for the second quarter and about 2½ per cent higher than a year ago. In the non-food sector there were small movements in September in the provisional index numbers for the textiles and clothing industries but all other broad groups of industries remained unchanged from the previous month. Although all the third quarter index numbers for broad groups of industries show rises above the second quarter average most of these were fairly small. Comparing the third quarter with the same period last year there were rises of about 3½ per cent in the iron and steel index and in the clothing index. Textiles and timber rose by over 2 per cent and there were smaller upwards movements in the chemicals and paper industries. The cost of new construction was unchanged in the third quarter at a level 4½ per cent higher than a year earlier.

Note:

To assist in the interpretation of trends of some of the more important aggregated Wholesale Price Index numbers this article introduces a series of graphs (which will be brought up to date in future articles) showing month to month movement of these index numbers.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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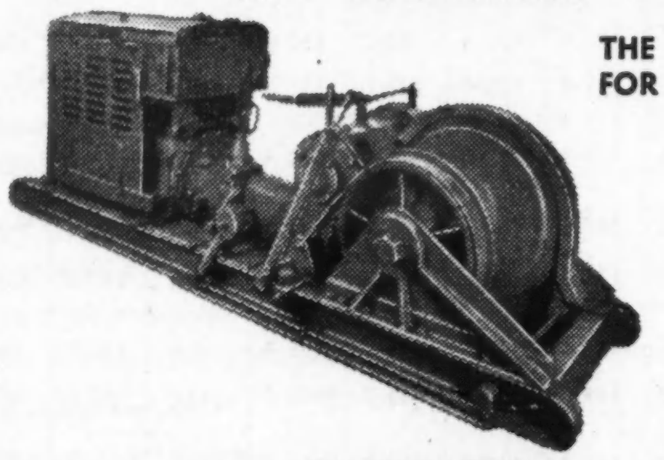

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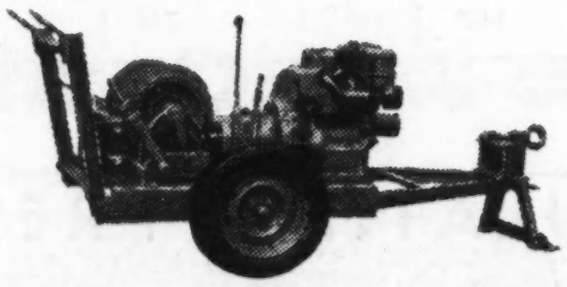

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WHOLESALE PRICE INDEX NUMBERS, *continued*

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965		1966			1965	1966							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	Feb.	Mar.	April	May	June	July	Aug.	Sept.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	106·9	108·1	110·2	112·4	111·1*	107·1	110·4	110·3	112·0	112·6	112·5	112·6	110·9*	109·8*
	Basic materials	102·3	103·5	105·8	107·3	105·8*	102·6	105·9	105·9	106·9	107·6	107·5	107·5	105·6*	104·4*
	Fuel	141·8	143·4	144·1	151·4	151·9*	141·9	144·5	144·1	151·4	151·4	151·4	151·8	152·0*	152·0*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	110·5	111·5	113·7	116·8	114·7*	110·6	114·1	113·9	116·2	117·1	117·0	116·7	114·1*	113·1*
	Basic materials other than fuel	105·0	106·0	108·3	110·7	108·1*	105·2	108·8	108·7	110·0	111·1	111·0	110·6	107·5*	106·3*
211 to 229	Materials and fuel used in the food manufacturing industries.	100·3	102·0	103·9	103·7	104·4*	101·0	103·5	103·5	103·6	103·8	103·6	104·6	104·9*	103·7*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·1	116·9	117·1	117·3	117·9*	116·3	117·4	116·8	117·4	117·5	117·2	117·9	118·0*	117·8*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	140·6	142·5	146·6	151·8	149·7*	140·9	147·1	147·6	151·1	151·9	152·4	152·5	148·8*	147·8*
361	Materials and fuel used in the electrical machinery industry.	131·2	133·8	139·0	146·6	144·7*	131·4	139·7	140·1	144·4	146·9	148·4	148·6	143·1*	142·2*
Order X	Materials and fuel used in the textile industries	94·3	96·3	96·6	98·8	97·9*	94·6	96·3	97·7	98·9	98·8	98·9	98·8	97·7*	97·3*
Order XIV	Materials and fuel used in the timber industries	120·3	120·6	121·0	122·0	122·8*	120·3	121·0	121·2	121·8	122·0	122·4	122·6	122·8*	122·8*
Order XV	Materials and fuel used in the paper industries	115·2	113·3	113·2	114·7	114·9*	115·1	113·2	113·3	114·5	114·8	114·8	114·9	114·9*	114·8*
Order XVII Part of Order XVII	Construction materials	130·9	131·4	131·9	134·1	134·3*	131·0	131·9	132·4	133·8	134·2	134·4	134·6	134·3*	134·1*
	House building materials	132·2	132·6	133·3	135·0	135·2*	132·2	133·2	133·8	134·6	135·0	135·4	135·6	135·1*	135·0*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965		1966			1965	1966							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	Feb.	Mar.	April	May	June	July	Aug.	Sept.
Orders III to XVI	All manufactured products: Total sales	129·1	129·7	130·9	132·3	132·9*	129·3	131·0	131·4	131·9	132·3	132·6	132·8	133·0*	132·9*
	Home market sales	130·4	130·9	131·8	133·1	133·8*	130·5	131·8	132·3	132·8	133·1	133·4	133·8	133·9*	133·9*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	128·6	129·3	130·5	132·2	132·8*	128·9	130·6	131·1	131·8	132·2	132·6	132·9	132·8*	132·7*
	Home market sales	129·9	130·5	131·4	133·1	133·7*	130·1	131·3	131·9	132·7	133·1	133·4	133·8	133·7*	133·7*
211 to 229	Products of the food manufacturing industries: Home market sales	120·1	121·1	122·3	123·3	123·3*	120·2	122·5	122·7	123·0	123·5	123·5	123·9	123·1*	123·1*
263 to 277	Chemicals and allied industries: Total sales	108·1	108·0	108·9	109·0	109·3*	108·0	109·0	109·3	109·1	109·0	109·0	109·2	109·4*	109·4*
	Home market sales	109·3	109·2	109·9	109·8	110·2*	109·1	110·0	110·1	110·0	109·9	109·7	110·1	110·3*	110·3*
311 and 312	Iron and steel industries: Total sales	132·2	132·1	132·5	§136·0	136·6*	132·3	132·6	132·4	§135·7	§136·0	§136·4	136·6	136·6*	136·6*
	Home market sales	137·2	137·1	137·2	§141·6	142·0*	137·1	137·2	137·2	§141·2	§141·7	§142·0	142·0	142·0*	142·0*
Order X	Textile industries other than clothing: Total sales	111·3	112·0	112·9	113·6	114·1*	111·9	112·8	113·4	112·9	113·7	114·3	113·9	114·2*	114·1*
	Home market sales	110·2	111·0	111·4	112·1	112·6*	110·5	111·3	111·5	111·9	112·1	112·4	112·6	112·6*	112·5*
Order XII	Clothing and footwear: Home market sales	115·7	116·3	117·3	118·9	119·9	115·9	117·3	117·6	118·6	118·7	119·4	119·8	119·9*	120·0*
Order XIV	Timber industries: Home market sales	122·9	123·5	124·3	125·0	125·5*	123·2	124·3	124·6	124·9	125·0	125·3	125·4	125·6*	125·6*
481 to 483	Paper industries: Home market sales	118·6	119·0	119·9	120·4	120·5*	118·6	120·0	120·1	120·3	120·5	120·4	120·5	120·5*	120·5*
Order XVI	New construction‡	134	136	139	140	140*	134		139			140			140*

*Provisional figure. ‡Index of building costs figures relate to average for the quarter. § Revised figures.

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3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

	1965	1966			
	Sept.	Mar.	July	Aug.	Sept.
Coal†	153·8	159·6	169·4	169·4*	169·4*
Slates	183·9	183·9	183·9	183·9	183·9
Salt	110·7	111·0	110·6	110·6	110·6
Flour	117·3	117·3	120·5	120·5	120·5
Sugar, refined	112·5	113·0	110·2	108·5	109·7
Chocolate and sugar confectionery	111·1	111·2	111·3	110·7	111·0*
Beer	127·2	128·1	128·6	136·3	136·3*
Tobacco and cigarettes	154·6	154·6	154·6	154·6	154·6
Hard coke	177·0	177·2	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	122·7	125·8	131·5	131·5
Medium fuel oil (950 secs.)	138·9	138·9	139·6	140·8	140·8
Lubricating oils and greases	128·9	130·0	131·9	131·9	131·5*
General chemicals	100·6	102·6	104·1	104·0*	104·1*
Pharmaceutical chemicals	63·2	62·5	57·8	57·8*	57·7*
Pharmaceutical preparations	101·3	103·1	102·8	103·2*	103·1*
Toilet preparations	142·1	144·5	148·1	148·7*	148·7*
Paint for building and decorating	116·3	116·5	116·8	116·8*	116·8*
Soap	155·5	154·7	154·7	155·0*	155·0*
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·8	74·6	74·6	74·6*	74·6*
Steel sheets	135·4	135·2	‡137·9	‡137·9	137·9
Tinplate	127·2	127·2	131·7	131·7	131·7
Other steel goods (excluding tubes)	136·5	136·7	141·5	141·5	141·5
Steel tubes	144·3	144·2	151·7	151·7	151·7
Iron castings	150·1	152·7	155·7	155·9*	155·9*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	145·2	151·9	151·9	151·9
Rolled	136·3	136·3	142·2	142·2	142·2
Castings	144·1	144·1	152·8	152·8	152·8
Forgings	138·3	138·3	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	144·5	223·6	189·1	160·1	146·2
Photographic paper and films, etc.	126·1	126·1	126·4	126·4	125·8
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·3	142·8	145·2	146·5*	147·6*
Gramophone records	138·5	146·3	146·5	146·5	146·5
Domestic electrical appliances	101·8	102·1	103·1	103·4	103·4*
Perambulators, etc.	128·0	130·5	130·7	130·7	130·7
Tools and implements	151·5	154·1	156·3	156·4	156·4*

	1965	1966			
	Sept.	Mar.	July	Aug.	Sept.
Cutlery	136·1	137·5	139·0	139·3	139·3
Cutlery (other than razors and razor blades)	140·3	144·8	149·1	149·1	149·1
Spoons and forks	157·8	161·1	168·2	168·2*	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	158·0	167·1	169·4	171·2	171·2
Domestic gas appliances	113·2	113·5	113·5	113·5	113·5
Cotton yarn	97·9	98·2	99·4	99·6	99·6
Spun rayon yarn	107·8	104·0	§102·8	102·8	102·8*
Irish linen yarns (wetspun)	124·1	127·3	127·6	127·6	127·6*
Cotton cloth	106·8	107·0	107·6	107·9*	107·6*
Linen	131·5	136·2	137·2	137·2*	137·2*
Rayon and acetate fabric	121·0	121·0	121·9	121·9*	121·9*
Wool tops	80·9	80·3	83·0	81·8	78·7
Worsted yarns	93·8	97·0	99·1	98·9	97·4
Harris tweed	111·8	111·8	115·3	115·3	115·3
Serge cloth	99·1	102·2	104·3	104·5	104·5*
Jute yarn	125·4	134·2	138·1	138·9	138·8
Jute piece-goods	128·4	141·9	146·7	147·6	147·6
Rope, twine and net	122·1	119·5	119·5	119·5	119·5
Hosiery and other knitted goods	101·3	102·1	102·8	102·8*	103·1*
Carpets and rugs	127·8	127·6	131·4	131·7	131·7*
Canvas goods and sacks	116·7	121·3	119·6*	117·9*	116·8*
Leather for footwear‡‡	114·7	130·3	132·6	132·4*	132·4*
Travel goods	128·9	132·3	136·9	136·9	136·9
Made-up clothing	115·3	116·6	118·8	119·0*	119·0*
Weatherproof outerwear	105·0	105·7	107·4	107·4*	107·4*
Men's and boys' tailored outerwear	118·0	118·8	120·7	121·1*	121·1*
Women's and girls' tailored outerwear	112·0	115·9	117·3	117·3*	117·6*
Women's and girls' light outerwear	113·7	114·7	116·7	116·7*	116·7*
Footwear (excluding rubber)	115·1	118·3	120·3	120·4*	120·4*
Refractory goods, including bricks	150·0	150·1	150·3	150·3	150·3*
Non-refractory goods, including bricks	133·5	133·6	133·7	133·7*	133·7*
Building bricks, common, other than fletton, *ex works.*	140·5	140·1	141·6	141·6	141·6*
Building bricks, fletton common, *delivered.*	119·3	120·0	120·0	120·0	120·0
Electrical porcelain	132·8	137·6	137·6	137·6*	137·6*
Domestic china and earthenware	150·8	151·0	158·7	158·7*	161·2*
Glass (other than containers)	137·1	138·0	142·7	142·7*	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·7

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figures.
‡Revised figures: figures for April = 135·1; May = 136·5; June = 137·9.
‡‡Revised figures: figures for 1965: October = 116·1; November = 117·4; December = 118·7; for 1966: January = 123·7; February = 127·2; March = 130·3; April = 132·1; May = 131·9; June = 132·3.

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3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Sept.	Mar.	July	Aug.	Sept.
Cement, delivered	131·0	128·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1*
Cast stone and cast concrete products	118·2	118·9	119·0	119·0*	119·0*
Home-grown hardwood	107·8	106·7	107·7	107·7*	107·7*
Domestic furniture	125·7	126·9	127·3	127·7*	127·7*
Bedding, etc.	118·5	121·3	121·3	120·6	120·6*
Wooden boxes, packing cases, crates, etc.	125·5	127·3	129·0	129·1	129·4*
Paper and board	115·1	115·4	115·4	115·4*	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	120·0	123·0	123·1	123·2	123·2*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·2	124·1	123·3	123·3	123·3*
Manufactured stationery	123·7	125·6	128·0	128·0*	128·0*
Other manufactures of paper and board	112·1	112·5	114·4	114·4	114·4*
Rubber tyres and tubes	129·9	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	122·5	122·3	122·8	122·8*	122·8*
Rubber footwear	135·0	135·0	135·4	135·4	135·4
Linoleum and felt base	142·0	145·6	151·4	151·4	151·4
Brushes and brooms	143·0	145·1	145·3	145·4*	145·4*
Toys and games	127·1	§131·5	131·7	132·6*	132·6*
Sports equipment	137·2	143·9	144·5	144·5*	144·5*
Pens and pencils	115·7	116·0	116·2	116·2*	116·2*
Other stationers' goods	133·4	133·4	136·2	136·5	136·5
Plastic mouldings	106·2	106·2	106·6	106·9*	106·9*

*Provisional figure. §Revised figure:

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Sept.	Mar.	July	Aug.	Sept.
Hides and skins	105·8	137·2	141·5	136·0	120·2*
Imported	112·7	151·6	153·4	147·6	130·7
Native	95·3	115·6	123·6	118·6	104·4*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	193·7	273·4	228·7	174·4	164·6
Lead, ex-ship, wharf or warehouse†	108·8	110·1	99·1	99·3	95·0
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	212·1	190·2	177·2	172·8	170·3
Zinc, ex-ship, wharf or warehouse	139·0	139·5	122·7	122·9	125·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	105·9	103·9	101·6	104·6	104·6*
Palm oil, c.i.f., in bulk	107·2	106·7	99·4	101·8	101·8*
Whale oil, acid, soft, naked, ex-works	96·8	86·1	98·8	92·7	92·7*
Pyrites, c.i.f., United Kingdom ports	65·8	63·5	71·3	71·3	71·3
Rubber, No. 1 R.S.S. one month future	98·9	104·3	96·4	95·1	90·3
Sulphur, crude (for acid making), c.i.f.	82·0	104·7	139·7	139·7	139·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·2	160·3	158·3	157·5*	155·6*
Cotton, raw	70·1	69·1	68·6	66·8	65·3
Jute, raw, 'Export Firsts', c.i.f. Dundee	138·4	166·9	158·3	155·4	154·9
Jute, raw, 'Export Lightnings', c.i.f. Dundee	136·0	163·7	161·9	160·4	159·9
Silk, raw, delivered mill	134·7	158·0	155·9	157·2*	163·1*
Sisal, East Africa No. 1 Grade, c.i.f. London	100·9	95·7	98·0	98·0	95·5
Wool, raw	80·4	85·6	87·2	85·7	85·3
Crossbred, medium and coarse, c.i.f. U.K.	93·0	90·6	89·7	87·1	87·1*
Crossbred, fine, c.i.f. U.K.	82·7	88·1	90·7	90·7	90·7*
Merino, c.i.f. U.K.	73·4	82·1	83·6	82·3	82·3*
Timber:					
Imported hardwood (ex-yard or wharf)	115·5	116·9	118·2	118·4*	118·4*
Imported plywood (delivered to consumers)	115·8	116·6	117·3	117·2	117·2*
Imported softwood (delivered to consumers)	118·4	118·4	119·2	119·4	119·4*
Woodpulp, imported	104·4	100·9	100·8	100·8	100·7*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

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Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

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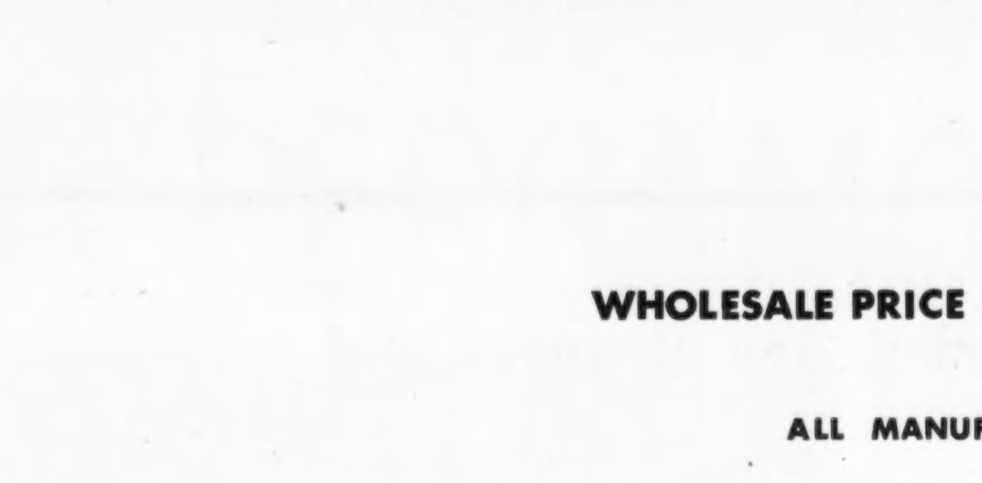

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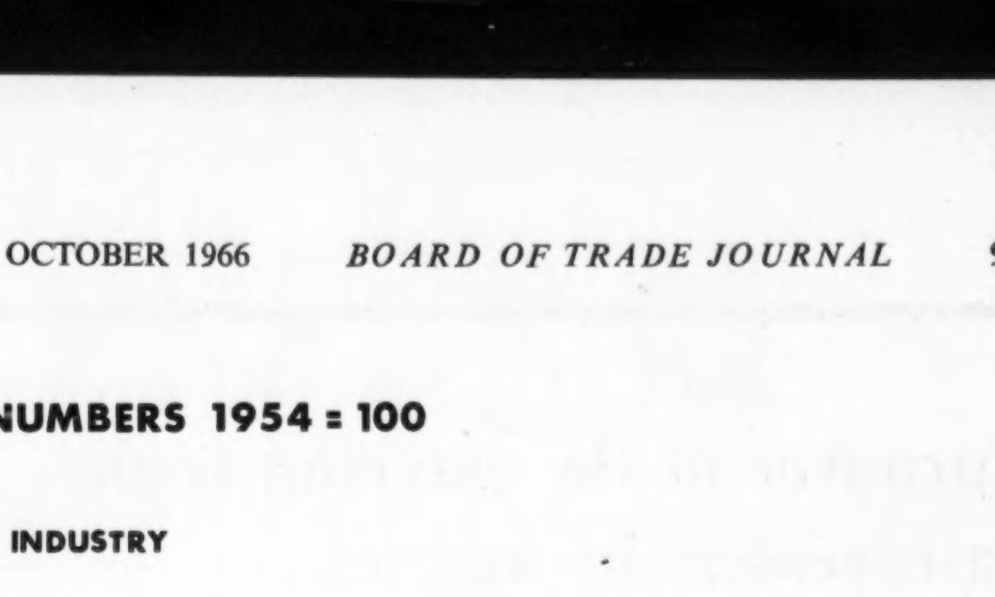

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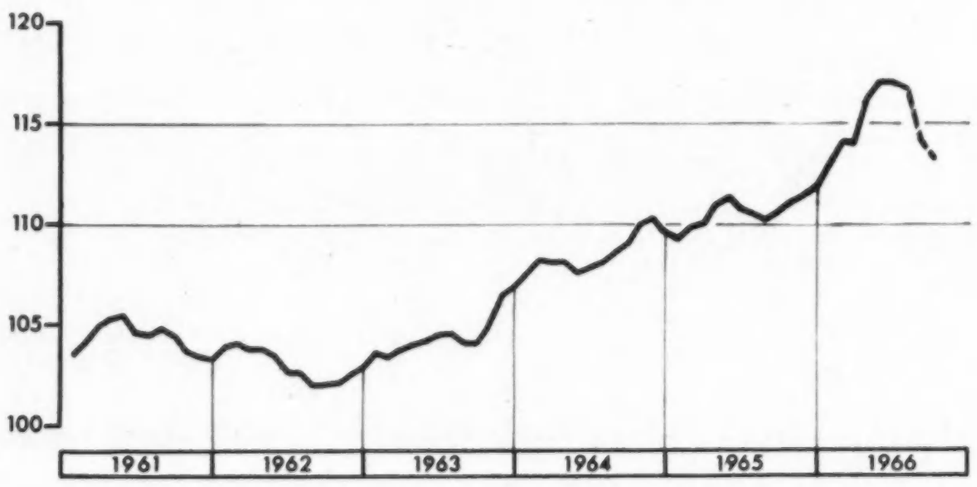

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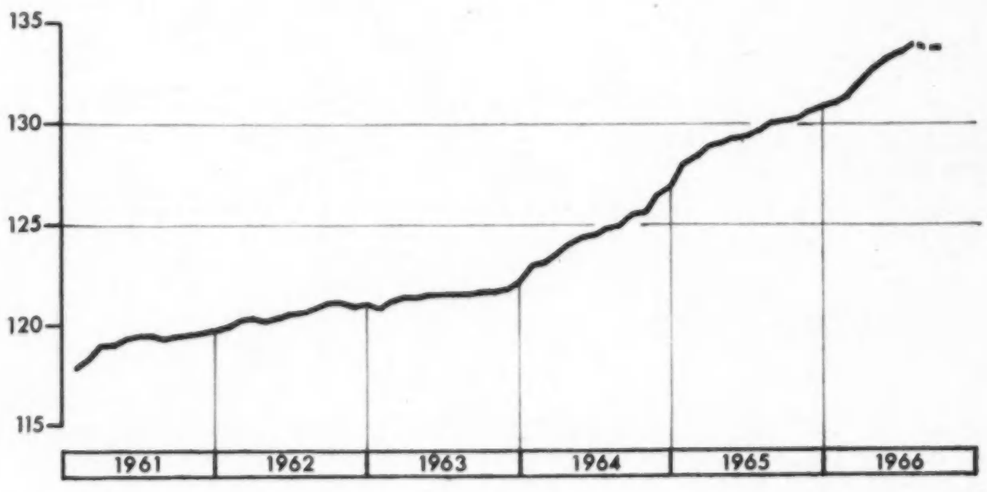

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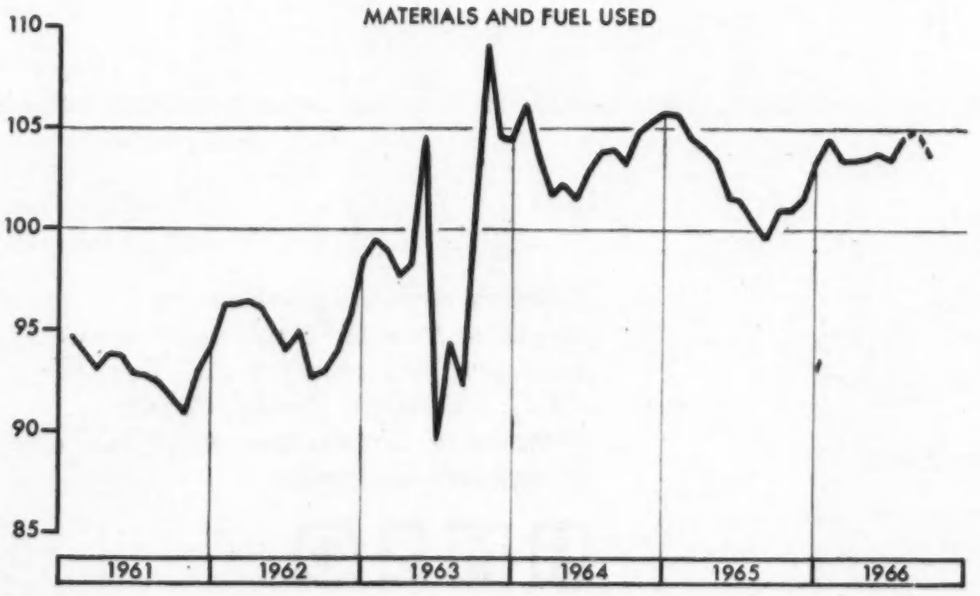

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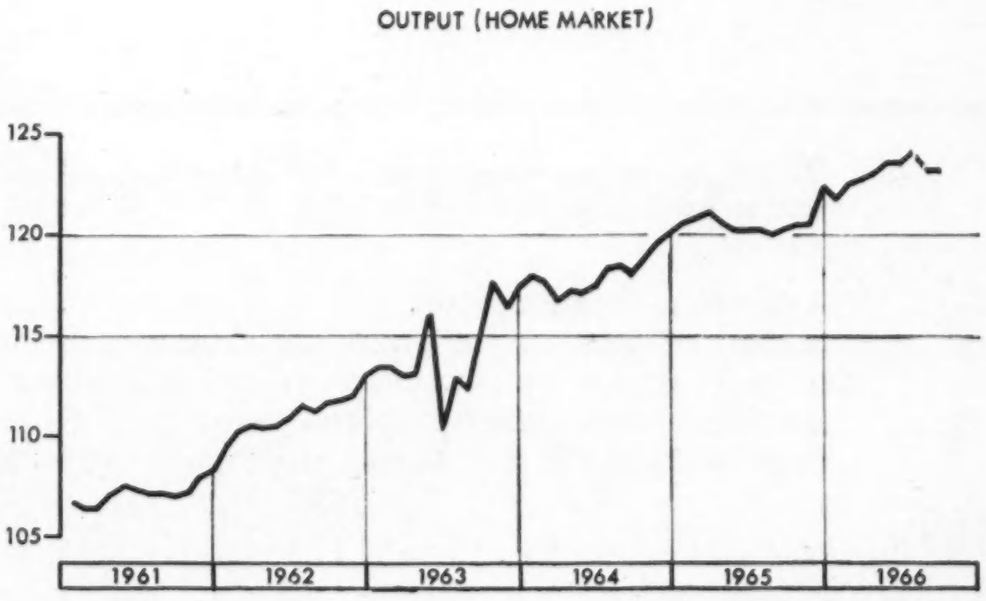

Turnover of the catering trades, laundries, dry cleaners and hairdressers in August

IN AUGUST the turnover of each of the catering, laundry, dry cleaning and hairdressing trades continued to show a fairly steady level of increase when compared with a year earlier.

Catering trades

The total turnover of the catering trades in August was 5 per cent higher than a year earlier compared with an average increase in the first seven months of the year of 6 per cent. Of the four kinds of business shown separately in Table 1, licensed hotels and holiday camps recorded an increase in August when compared with a year earlier above the average for the first seven months of the year, whereas the increase in turnover for restaurants and cafes and public houses was rather lower than average. Canteens continued to show the same small rate of growth as in recent months.

Laundries and dry cleaners

The total turnover of the laundry and dry cleaning trades in August rose by 3 per cent, compared with the same period in 1965. This was an increase much in line with those of recent months. Both laundries and dry cleaners recorded increases in turnover in August compared with August 1965, dry cleaners with an increase in turnover of 5 per cent advancing more than laundries which showed a 2 per cent rise.

Hairdressers

The turnover of all hairdressing businesses was about 3 per cent higher in August than a year ago, a rise similar to that on average during recent months. The receipts of men's hairdresser-tobacconists shops rose by 5 per cent while the increase for women's hairdressers was 2 per cent.

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,985 million)	1964	100	84	101	115	101	82	81	87	91	103	107	118	119	108	100	93	108
	1965	106	88	108	119	107	85	88	90	101	105	116	123	124	113	108	98	114
	1966	110(b)	94	114			91	92	97	107	111	122	130	129				
	1965	+6	+5	+7	+4	+6	+3	+8	+4	+11	+1	+9	+4	+4	+4	+8	+5	+6
	1966	+6(c)	+7	+6			+7	+5	+8	+6	+7	+5	+6	+5				
Licensed hotels and holiday camps (£286 million)	1964	100	67	105	140	88	61	63	75	84	103	124	146	152	126	104	76	84
	1965	105	71	111	146	94	64	69	77	92	102	133	153	158	130	112	80	89
	1966	112(b)	74	116			69	71	82	95	109	138	164	169				
	1965	+5	+5	+6	+4	+7	+5	+10	+3	+10	Nil	+7	+5	+4	+3	+8	+6	+7
	1966	+6(c)	+5	+5			+7	+2	+7	+3	+7	+4	+7	+7				
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	84	103	118	95	80	82	88	92	104	110	120	127	110	98	94	95
	1965	106	89	110	125	103	86	88	91	101	104	121	127	134	116	107	99	102
	1966	111(b)	93	115			91	91	97	104	112	126	132	139				
	1965	+6	+6	+7	+6	+8	+6	+7	+4	+10	Nil	+9	+5	+6	+6	+9	+6	+8
	1966	+5(c)	+5	+5			+6	+3	+6	+3	+7	+5	+4	+3				
Public houses (£1,033 million)	1964	100	85	99	110	106	86	82	88	90	103	103	114	112	104	99	95	120
	1965	106	89	107	114	112	87	89	90	103	104	113	118	116	109	108	99	126
	1966	110(b)	97	115			94	96	100	111	112	120	125	121				
	1965	+6	+4	+8	+4	+6	+1	+9	+3	+14	+1	+10	+3	+3	+5	+9	+5	+5
	1966	+7(c)	+9	+7			+8	+7	+10	+8	+7	+6	+6	+5				
Canteens (d) (£145 million)	1964	100	99	100	94	107	99	101	98	103	100	97	93	86	101	106	111	105
	1965	104	107	102	96	112	106	107	108	101	110	97	96	91	100	109	117	111
	1966	104(b)	110	104			109	109	111	104	111	99	99	93				
	1965	+4	+8	+2	+2	+5	+7	+6	+10	—1(e)	+10	Nil	+3	+5	—1	+3	+5	+6
	1966	+2(c)	+2	+2			+3	+2	+3	+3(e)	+1	+2	+3	+2				

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The August 1966 period was the four weeks from July 31, 1966 to August 27, 1966; the August 1965 period was from August 1, 1965 to August 28, 1965.
(b) Index number for period January to August 1966.
(c) Percentage change for period January to August 1966, compared with corresponding period of 1965.
(d) Includes catering contractors; outside catering contractors are included with restaurants, cafes, etc.
(e) Revised figure.

(*Continued on page* 955)

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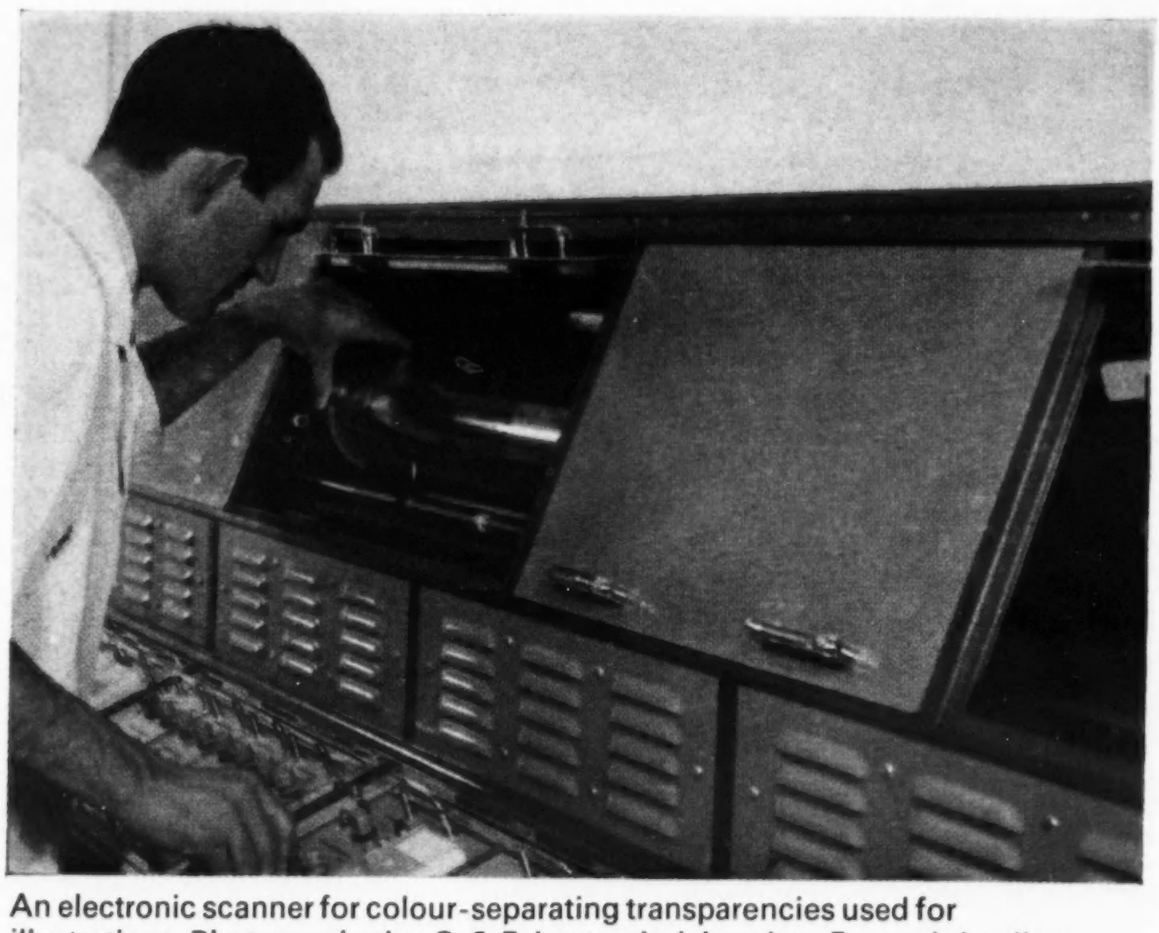

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Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	125(b)	121	128			112	122	127	121	135	129	131	125				
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+4 (c)	+6	+3			+2	+7	+8	+1	+4	+4	+3	+3				
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123(b)	121	124			116	122	123	118	129	126	128	121				
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+3 (c)	+4	+3			+1	+6	+5	+2	+3	+4	+3	+2				
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130(b)	121	135			106	121	134	127	144	134	137	133				
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+6 (c)	+9	+4			+3	+9	+14	—1	+7	+5	+4	+5				

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	114(b)	110	116			105	108	114	115	118	114	120	118				
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+3 (c)	+4	+2			+3	+2	+6	+1	+4	+1	+4	+3				
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	117(b)	112	117			114	110	112	114	117	120	126	124				
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+4 (c)	+3	+4			+3	+2	+4	+6	+5	+2	+4	+5				
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	113(b)	109	115			102	107	115	115	118	113	118	117				
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+2 (c)	+4	+1			+2	+3	+6	—1	+4	Nil	+3	+2				

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

Report on Overseas Trade

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HMSO

Shipping movement at United Kingdom ports

Foreign and coastal trade movement in first half of 1966.

READERS ARE REMINDED that the seamen's strike began on May 16, 1966, continuing through the month of June, and consequently this should be borne in mind when interpreting the figures.

The total net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during the first half of 1966 amounted to 77,221 thousand net tons: this was about 4 per cent less than the corresponding period in 1965. Commonwealth vessels accounted for 31,826 thousand net tons.

The net tonnage of foreign vessels entered and cleared with cargo during the first six months showed an increase of 3,446 thousand tons over the figure for the same period of 1965. This increase was largely accounted for by increases in the net tonnage of vessels flying the Liberian flag (17 per cent increase) and Norwegian flag (13 per cent increase).

Entrances and clearances with cargo from and to most trading areas showed decreases compared with the corresponding period for 1965, the largest being a 17 per cent decrease of 798 thousand net tons for the Irish Republic, but entrances and clearances from and to the Central and Eastern Mediterranean countries rose by 224 thousand net tons (3 per cent).

Arrivals and departures with cargo of vessels in the foreign trade during the January-June period showed increases at the ports of Milford Haven (759 thousand net tons) and Grimsby (529 thousand net tons), but decreases at London (1,020 thousand net tons) and Southampton (1,783 thousand net tons) when compared with the same period of 1965.

Total arrivals and departures with cargo in the coasting trade for January to June 1966 showed an 11.5 per cent decrease compared with the same period of 1965, the most notable individual

(*Continued on page* 958)

Table 1. Shipping movements at UK ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of June 1965	5,613	9,610	4,129	222	5,259	4,499	5,107	2,576	153	2,378
Month of June 1966	4,852	7,963	1,498	175	6,290	3,472	3,505	397	155	2,953
Six months ending June 1965	31,172	52,930	22,444	1,304	29,182	25,932	27,615	13,926	925	12,764
Six months ending June 1966	29,967	51,445	19,049	1,073	31,323	24,523	25,776	10,825	879	14,072
In ballast: Month of June 1965	1,660	2,334	1,203	61	1,070	2,811	6,750	2,789	178	3,783
Month of June 1966	1,201	1,866	413	30	1,422	2,653	5,715	630	179	4,906
Six months ending June 1965	8,536	11,195	5,221	365	5,609	13,862	36,726	13,823	764	22,139
Six months ending June 1966	8,039	11,220	4,460	226	6,534	14,143	37,493	11,776	677	25,039

(1) Includes Irish Republic and South Africa.

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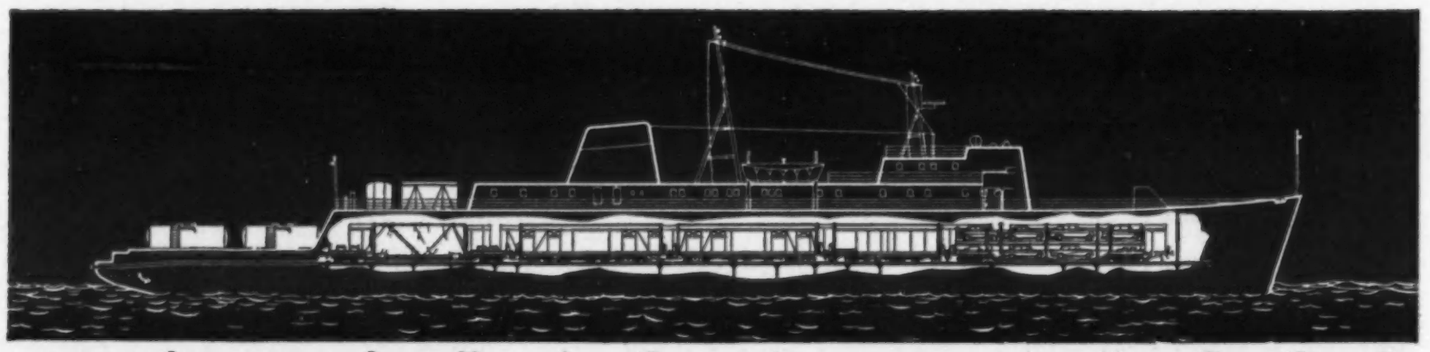

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	June		Six months ended June		June		Six months ended June	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,785	443	9,755	7,915	1,518	159	8,450	6,389
Other Commonwealth	132	139	765	779	180	162	986	890
Foreign	3,696	4,270	20,652	21,273	2,801	3,151	16,496	17,244
Total	5,613	4,852	31,172	29,967	4,499	3,472	25,932	24,523
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	4,129	1,498	22,444	19,049	2,576	397	13,926	10,825
Registered in Canada	—	—	4	7	—	—	—	14
Registered in other countries	222	175	1,301	1,066	153	155	925	865
Soviet	88	116	395	419	22	65	127	240
Finnish	66	85	387	404	21	33	160	213
Swedish	272	432	1,982	2,019	123	242	743	885
Norwegian	961	1,254	6,415	7,089	416	527	2,221	2,667
Danish	266	385	1,495	1,732	195	191	922	929
Polish	17	26	122	127	18	10	76	65
German	381	535	1,935	2,302	242	255	1,361	1,463
Dutch	706	783	3,746	3,644	404	496	2,463	2,548
Belgian	184	213	1,000	1,199	149	190	806	893
French	584	510	2,143	2,251	313	343	1,276	1,314
Spanish	36	44	336	341	39	60	318	350
Italian	155	149	900	795	13	31	22	98
Yugoslav	16	13	59	51	6	11	38	40
Greek	244	236	1,257	1,065	39	96	298	430
United States	254	204	1,306	1,104	189	218	1,035	926
Panamanian	168	174	920	960	25	15	121	185
Liberian	715	895	3,980	4,649	76	69	232	287
Other	148	236	805	1,171	88	102	543	536
Total foreign	5,259	6,290	29,182	31,323	2,378	2,953	12,764	14,072
TOTAL	9,610	7,963	52,930	51,445	5,107	3,505	27,615	25,776
Trading areas:								
Irish Republic	527	137	2,339	1,808	466	170	2,242	1,975
Northern Europe (Foreign)	2,151	1,955	12,268	11,854	1,685	1,465	9,949	9,927
Europe (Atlantic) and Western Mediterranean Countries	1,150	813	5,639	5,528	832	564	4,016	3,698
Central and Eastern Mediterranean Countries	1,133	983	6,259	6,440	144	97	765	808
West and South Africa	457	504	3,734	3,914	153	91	1,249	1,261
East Africa, Persian Gulf, India	1,217	1,183	7,227	7,630	242	168	1,431	1,169
Eastern Asia and Islands in the Pacific	167	185	1,148	1,325	164	153	1,084	1,063
Australasia	327	309	1,739	1,950	156	22	1,007	804
North America (Atlantic Coast)	1,472	1,061	5,632	5,394	979	574	4,019	3,498
West Indies and Central America (Atlantic Coast)	651	631	4,733	4,122	143	127	895	927
South America (Atlantic Coast)	223	140	986	921	94	30	571	359
South and Central America (Pacific Coast)	26	10	282	154	17	7	109	87
North America (Pacific Coast)	106	43	899	362	32	36	276	199
Other areas	4	9	43	41	2	—	3	2
Total Commonwealth Countries (1)	3,216	2,165	16,897	14,943	1,405	518	7,659	6,334
Total Foreign Countries	6,394	5,798	36,033	36,502	3,702	2,986	19,956	19,442
TOTAL	9,610	7,963	52,930	51,445	5,107	3,505	27,615	25,776

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports, January-June

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	4	7	28	22	16	42	21	11	38	22	17	50
Bristol	2,087	1,972	874	2,175	2,040	912	353	240	251	2,062	1,982	822
Cardiff	774	674	303	905	877	449	222	242	241	1,014	934	467
Dover	1,840	1,844	1,570	3,315	3,128	2,684	1,800	1,675	1,342	3,331	3,093	2,660
Falmouth (inc. Truro)	46	53	26	496	725	159	1	32	28	765	937	185
Folkestone	312	313	280	511	443	343	274	268	266	531	349	324
Grimsby (inc. Immingham)	1,350	1,609	1,433	1,489	1,794	1,583	290	560	534	1,478	1,747	1,674
Harwich	2,149	2,216	1,705	2,272	2,325	1,857	2,197	2,209	1,770	2,275	2,327	1,859
Holyhead	618	472	340	636	480	349	607	471	333	618	480	350
Hull	2,359	2,260	1,858	2,528	2,402	2,051	807	932	1,268	2,438	2,378	1,945
Lancaster	124	112	23	143	122	31	10	30	18	125	106	27
Liverpool	7,402	7,177	2,540	8,741	8,429	3,177	3,594	3,063	2,049	8,980	8,237	3,082
London	15,074	14,400	7,050	18,905	18,078	8,574	7,296	6,950	5,098	18,183	17,818	8,757
Manchester (inc. Runcorn)	2,867	2,786	1,299	3,022	2,944	1,464	930	737	925	2,644	2,506	1,465
Middlesbrough	1,579	1,395	672	2,108	1,746	887	1,040	820	648	2,318	1,886	927
Milford Haven	3,011	3,666	214	3,477	4,016	443	395	499	215	3,261	3,730	420
Newhaven	320	233	284	354	249	303	279	237	285	346	250	310
Newport (Mon.)	546	705	271	864	955	438	523	463	411	994	996	524
Plymouth	121	164	258	294	218	380	72	276	217	276	417	399
Southampton	8,085	7,163	1,247	9,659	8,719	1,636	3,929	3,068	976	9,713	8,908	1,620
Swansea	432	263	168	1,128	896	583	1,049	836	762	1,300	1,047	831
Tyne ports	1,214	1,002	636	1,836	1,476	794	718	662	476	2,187	1,747	798
Glasgow	2,667	2,574	734	3,020	2,873	844	1,329	1,142	452	3,058	2,896	802
Grangemouth	465	578	544	683	757	683	544	586	532	725	865	661
Greenock	342	138	45	1,029	956	149	220	40	17	1,165	961	139
Leith	398	411	548	425	436	572	164	144	314	382	362	464
Belfast	1,110	925	607	1,162	1,044	705	231	215	299	1,044	727	506
Other ports	4,392	3,949	7,623	5,452	5,023	10,270	2,419	2,167	6,236	5,346	4,989	10,363
TOTAL	61,690	59,062	33,180	76,649	73,165	42,362	31,314	28,576	26,001	76,578	72,693	42,431

SHIPPING MOVEMENT AT UK PORTS, *continued*

port decreases being for London (985 thousand net tons) and Liverpool (762 thousand net tons). Some ports, however, showed increases, such as Milford Haven (261 thousand net tons) and Swansea (167 thousand net tons).

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 4. Coasting trade arrivals and departures at principal ports, January-June

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	15	4	14	1,046	658	926	1,034	637	881	1,053	643	902
Bristol	835	769	682	1,123	1,060	2,188	654	439	1,378	1,350	1,108	2,264
Cardiff	328	299	362	758	637	1,374	153	194	719	571	588	1,351
Cowes	873	906	4,648	2,049	2,105	9,616	803	842	4,161	2,039	2,098	9,584
Falmouth	104	93	89	427	436	352	56	55	222	134	132	314
Hartlepool	51	19	26	355	186	228	291	149	163	363	206	218
Hull	485	593	229	918	951	789	429	409	487	955	839	800
Immingham	375	370	87	826	862	532	568	571	458	823	896	583
Lancaster	803	573	367	1,006	651	552	565	659	531	745	708	550
Liverpool	1,675	1,301	1,111	2,398	1,806	1,873	1,504	1,116	1,476	2,393	1,872	1,975
London	4,070	3,118	2,590	5,065	4,124	4,068	1,349	1,316	1,446	5,555	4,661	4,092
Manchester	498	591	381	736	835	849	397	436	471	781	891	855
Middlesbrough	202	235	173	699	600	682	180	185	346	524	482	617
Milford Haven	160	140	39	1,637	1,970	682	1,783	2,064	674	1,874	2,152	708
Newport (Mon.)	184	210	617	308	319	739	12	7	19	216	235	652
Portsmouth	216	187	973	1,414	1,453	5,928	40	40	469	1,419	1,442	5,897
Preston	571	487	881	629	534	994	537	449	810	657	554	1,065
Southampton	1,507	1,431	4,825	2,890	2,834	6,072	2,454	2,421	4,923	2,850	2,758	6,018
Sunderland	128	91	90	929	648	787	730	501	611	907	612	742
Swansea	71	85	230	808	898	1,852	479	632	1,356	607	701	1,587
Tyne ports	363	380	87	1,965	1,552	978	941	681	661	1,609	1,171	949
Glasgow	630	625	480	1,041	941	715	506	359	460	1,027	890	761
Belfast	2,968	2,608	3,422	3,148	2,717	3,683	2,436	2,080	2,472	3,199	2,736	3,768
Other ports	6,682	5,863	13,495	9,183	8,064	20,154	4,879	3,997	7,782	9,089	7,920	19,692
TOTAL	23,793	20,978	35,898	41,355	36,842	66,613	22,776	20,239	32,977	40,740	36,295	65,944

Table 5. Shipping movements at UK ports

	Arrived				Departed			
Coasting Trade – Great Britain	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of June 1965	6,287	3,468	2,894	574	6,230	3,473	2,818	655
Month of June 1966	4,085	1,826	831	995	3,488	1,750	698	1,053
Six months ending June 1965	35,448	20,440	16,649	3,791	34,012	20,174	16,256	3,918
Six months ending June 1966	31,587	18,022	13,260	4,762	30,032	18,009	12,868	5,141
In ballast: Month of June 1965	7,216	3,140	2,656	484	7,246	3,259	2,729	530
Month of June 1966	5,265	1,994	1,129	865	5,625	1,995	1,257	737
Six months ending June 1965	32,480	17,366	13,963	3,404	33,281	16,936	13,914	3,022
Six months ending June 1966	30,345	15,728	11,515	4,213	31,089	15,189	11,470	3,720
Coasting Trade – United Kingdom								
With cargo: Month of June 1965	7,159	4,033	3,411	622	6,844	3,929	3,242	687
Month of June 1966	4,344	1,986	835	1,151	3,720	1,856	701	1,156
Six months ending June 1965	40,388	23,793	19,713	4,080	37,361	22,776	18,654	4,122
Six months ending June 1966	35,898	20,978	15,669	5,309	32,977	20,239	14,688	5,551
In ballast: Month of June 1965	7,282	3,184	2,698	486	7,596	3,419	2,867	552
Month of June 1966	5,322	2,010	1,138	872	5,743	2,070	1,275	795
Six months ending June 1965	32,895	17,562	14,111	3,452	35,433	17,964	14,744	3,220
Six months ending June 1966	30,715	15,864	11,594	4,270	32,967	16,057	12,131	3,926

(a) Commonwealth and Irish Republic.

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in August showed an increase of 3 per cent on a year earlier. This compares with no change for July and an increase of 1 per cent in June.

The value of stocks at the end of August was 3 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Analysis by Department

	Sales		Stocks (b)
	August 1966	January 1 to August 31	August 1966
Women's knitted outerwear, blouses and skirts	104·7	108·2	110·7
Women's coats, costumes, furs and raincoats	104·4	101·8	126·0
Women's underwear	99·1	94·7	94·7
Women's hose and children's socks	91·2	95·9	71·8
Women's millinery	105·3	93·9	107·9
Haberdashery, ribbons and wool	96·5	100·1	126·7
Children's wear	105·8	99·7	105·9
Men's and boys' shirts, pyjamas and outfitting	99·5	105·0	107·9
Gloves	89·3	96·5	80·8
Piece-goods and nets	102·7	99·9	101·5
Household textiles	93·9	96·1	93·4
Floor-covering, furniture and hardware	99·8	99·0	100·3
Grand total (a)	102·7	100·0	103·2

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of Stock (at end period) (b)	
		%		%
1964 Year	112	+4	..	..
1965 Year	113	+1	..	..
1965 3rd quarter	113	+2	149	—2
4th quarter	138	Nil	118	—5
1966 1st quarter	100	+2	146	—3
2nd quarter	100	—3	137	Nil
1965 August	102	+4	154	—1
September	158	+1	149	—2
October	148	—5	135	Nil
November	141	+3	131	—2
December	125	+3	118	—5
1966 January	71	+4	124	—4
February	92	+2	142	—4
March	138	+1	146	—3
April	104	—7	140	—2
May	103	—2	143	—1
June	93	+1	137	Nil
July	79	Nil	147	+3
August	104	+3	159	+3

Percentage of corresponding values for 1965.

Gold and convertible currency reserves in September

THE TREASURY announce that the gold and convertible currency reserves rose by £3 million in September, to stand at £1,129 million at the end of the month. There was no net recourse to Central Bank facilities during the month.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller Information is provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, October 7, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Pathe Pictorial Series 612-624: *Pathe Pictorial No.* 616	Br/E 31694	8	October 6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
The Skull	Br/E 31695	83	October 6	Paramount Film Service Ltd.	Amicus Productions Ltd.
The Psychopath	Br/E 31696	83	October 6	" "	" "
Movietone News 1947	Br/E 31357	8	October 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1947A	Br/E 31358	7	October 7	" "	" "
Pathe News 66-79	Br/E 31426	8	October 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-80	Br/E 31427	8	October 7	" "	" "
			FOREIGN		
Madame X	F 31676	100	October 3	Rank Film Distributors Ltd.	Universal International Films Inc.
Robinson Crusoe of Clipper Island:					
Ep. 1. *The Mysterious Island*	F 31677	32	October 3	Grand National Pictures Ltd.	Republic Pictures International Corp.
Ep. 2. *Flaming Danger*	F 31678	21	October 3	" "	" "
Ep. 3. *Fathoms Below*	F 31679	18	October 3	" "	" "
Ep. 4. *Into the Enemies' Camp*	F 31680	18	October 3	" "	" "
Ep. 5. *Danger in the Air*	F 31681	18	October 3	" "	" "
Ep. 6. *The God of the Volcano*	F 31682	18	October 3	" "	" "
Ep. 7. *Trail's End*	F 31683	15	October 3	" "	" "
Ep. 8. *The Jaws of the Beast*	F 31684	16	October 3	" "	" "
Ep. 9. *The Cave of the Winds*	F 31685	18	October 3	" "	" "
Ep. 10. *Wings of Fury*	F 31686	17	October 3	" "	" "
Ep. 11. *Agents of Disaster*	F 31687	16	October 3	" "	" "
Ep. 12. *The Sea Trap*	F 31688	17	October 3	" "	" "
Ep. 13. *Mutiny*	F 31689	19	October 3	" "	" "
Ep. 14. *Thunder Mountain*	F 31690	18	October 3	" "	" "
Goal! World Cup 1966	F 31691	104	October 5	Columbia Pictures Corp. Ltd.	Frigo Establishment, Vaduz.
See You in Hell, Darling	F 31692	97	October 5	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.
Chamber of Horrors	F 31693	81	October 5	" "	" "

Exhibitions and Fairs

'Florence goes British'

By Elizabeth Hartley, Information Division, Board of Trade

'THIS IS A GOOD THING for Florence, very good for trade . . .' 'Everyone wants to wear something from Britain, it is the fashion . . .' 'My wife has just bought two cans of Marmellata, but for me it is the English cloth of wool . . .'

These three remarks, made by a small restaurateur, a shop assistant, and a taxi driver respectively, are typical of the welcome that is being given by the people of Florence to this British Shopping Week. This, one feels, is their own party.

Nearly 700 shops have opted to feature British goods, and to judge by the number of Union Jacks, of Royal emblems, and of that universal emblem of British Weeks, the whisky bottle, this must be a conservative estimate. Not all these goodwill manifestations surround exclusively British goods. But British menswear, woollen goods, travel goods, cosmetics, foodstuffs and china are very much in evidence.

The Shopping Week was opened by Mr. Roy Mason, Minister of State, Board of Trade, on October 8, amid all the colour, pageantry, and music that is an accepted part of all British Weeks, set against the magnificent background of this incomparable city. The opening ceremony took place in the great painted and tapestried Cinquecento Salon of the Palazzo Vecchio, said to seat a thousand people, before an audience which nearly filled it. Scottish pipers and Florentine trumpeters, in their medieval costume of scarlet and white and carrying their fleur-de-lys banner, provided a background to the platform party.

There followed a second ceremony in the sun-filled square, when the national flags of Italy and Britain were hoisted to fly over the steps of the Palazzo, to the sound of the two National Anthems and the acclamation of a dense crowd. As the last notes of 'God Save the Queen' faded, hundreds of pigeons were released to make a double circuit of the square. For the first time at one of these events, two British pubs, selling Watneys and Whitbread's beers, face each other across the Piazza Della Republica. Although a newcomer, Watneys has entered into the spirit of the Week and an enormous Union Jack, made of coloured stone chips, decorates the ground in front of it. Half an hour before the doors were opened, it was impossible to get within yards of either of them, and thirsty bandsmen were joining other would-be customers at cafe tables nearby. If this enthusiasm for British beer among Florentines continues for six days, record sales should be reported. October 8 also saw the opening by Sir John Guthrie Ward, the British Ambassador, of five supporting exhibitions, assembled in a splendid setting at the Circolo Borghese. These are: the exhibition of Spode and Wedgwood china, organized by the British Council, a fine collection of British books, also arranged by the British Council and supported by the Book Development Council and by BP Italiana, an exhibition devoted to the City of Edinburgh, a display mounted by the United Kingdom Atomic Energy Authority, which includes a model of the latest type of commercial atomic power plant, and four works by Henry Moore, sculptured in Tuscany from Carrara marble, shown for the first time. Henry Moore has close association with Florence, where he was once a student. The British Council has also provided a display of sculpture and photographs of the work of Barbara Hepworth.

The British wool textile industry, which exports annually to Italy some £10 million worth of cloth, yarn and raw wool, has staged the largest commercial exhibit of the British Week. This is on similar lines to the very successful show the industry presented during British Week in Milan last October.

The exhibit at the Grand Hotel Carlton comprises 460 different lengths of men's and women's cloth in wool, mohair, Cashmere and other fibres; a colourful cross section of the cloth supplied to the Italian market. In addition, there is a small display of British wool fleeces, in which a substantial trade is done with Italy. In the country districts it has long been a tradition to fill mattresses with resilient Scottish and English wools.

The display was officially opened on Friday by Sir John Wrightson, member of Export Council for Europe, who also opened the Scotch Whisky Bar.

Britain's woollens and whisky, Sir John observed, were a unique combination, their distinctive qualities were appreciated in all parts of the world. Another feature of the wool cloth exhibit is a daily competition in which visitors select what they consider are the most popular fabrics with the Italian public. At the close of the Week the prize winners will be presented with lengths of the cloth they chose. The results will form a piece of consumer market research, and the information will be analyzed and relayed to British cloth manufacturers.

When he visited the Exhibition on Saturday afternoon Mr. Mason, congratulated the industry on its enterprise. He told Mr. Philip A. Brook, of the National Wool Textile Export Corporation: 'This is a really excellent show. You have compressed so much to see in the space available.'

Mr. Roy Mason said that the proposal for this British Week sprang from a visit which members of the Unione Commercianti made at the British Week in Milan last October.

'Our object, of course, is to increase British exports to Italy,' he continued. 'In the first eight months of 1966 these were running at a rate 16 per cent above the comparable period

The opening ceremony at the British Week in Florence. LEFT: Mr. Roy Mason addresses the audience. Sir John Guthrie Ward, British Ambassador, is on his right. RIGHT: Cardinal Florit (centre) speaking to Sir John Guthrie Ward after the opening ceremony. Mr. Mason is on the extreme right.

in 1965. But total Italian imports were increasing even more rapidly, and our share of the market, in fact, fell slightly to 4.5 per cent. We are sure that share can be increased. The bulk of Britain's exports to Italy are in the capital goods field. There has, however, been a steady increase in our exports of consumer goods to this market in recent years as a discriminating Italian public has become more aware of what we have to offer. Consumer goods did not participate in the downturn in our exports to Italy in 1965, which was caused by the general stringency in the Italian economy. This must have been due in large measure to the British Week, which was held in Milan last year. Outstanding instances of increases in the latter half of 1965 were beer by 100 per cent, spirits by 35 per cent, footwear by 52 per cent and textiles and fabrics by 52 per cent. I hope that the British Shopping Week in Florence will produce further increases on the same scale.

'Certainly we, for our part, in Britain will continue to do all we can to increase our trade with Italy and to take advantage of her rising consumer expenditure. We will follow up the results of the British Week in Milan to ensure that the increased commercial links between our two countries which it nourished are built upon and expanded. We will continue to encourage our businessmen to visit Italy to see the market for themselves at first-hand, and we will do our best to facilitate their participation in your well-known trade fairs and exhibitions.

Mr. Mason thanked the Italian Government for their enthusiastic co-operation, and the City of Florence through its Mayor, Professor Piero Bargellini, and all others who had done so much for the success of the Week. He paid particular tribute to the British Chamber of Commerce who, he said, played an inseparable part in these promotions. There remained one group in Florence without whom the Week would not have been possible and on whose efforts its success would depend. 'This', he said, 'is of course the shopkeepers of Florence, On behalf of the Board of Trade as the Ministry responsible for British exports I would like to thank them for their wholehearted co-operation and support. I hope this Week will be mutually profitable for both of us.'

Sir John Ward also paid tribute to the Unione Commercianti for their initiative in suggesting that the Week should be held, and for their enthusiasm and energy which has provided the backbone of its organization. 'Trade', he said, 'must flow in both directions and we know that our Italian friends share our desire to see British exports regain a larger share of the Italian market. On the British side we were delighted that the first initiative of this kind should have come from the City of Florence, with which my own country has had a unique connection stretching back over several centuries. To mention only one aspect of this long and fruitful association, the City of London learned much from the bankers of Florence and this link can be seen today in the British coin we call a Florin.'

Sir John said that we hoped to make a contribution, through the many supporting events, to the mutual interest and friendship between the Italian and British peoples. There was a long list of distinguished British artists and writers who had come to live in Florence. Two Florentine museums, The Horne and The Stibbert, carried the names of British collectors who had bequeathed their possessions to the city which they had made their home. Edinburgh, capital of the ancient kingdom of Scotland, had like Florence a long and famous history and a tradition of achievement in science, literature and learning comparable to Florence itself.

Other speeches at the inaugural ceremony were made by the Mayor of Florence, Professor Piero Bargellini; the President of the Unione Commercianti; and On. Graziosi, Under-Secretary at the Italian Ministry of Foreign Trade.

Lord Brown calls for more standardization of export services

'THE MAXIMUM amount of codification' in relation to export services was urged by Lord Brown, Minister of State, Board of Trade, at the opening of the Export Services Exhibition at Olympia on October 10.

The Minister of State continued: 'What do I mean by this? I mean as much standardization of terms and conditions, as much definition of the meaning of the terms which you use and as much clear description and clarification of your services as is possible.

'Many firms who are completely familiar with procedures of export simply don't realize just how much jargon they use. They don't always realize that they and their competitors often use exactly similar terms in a completely different sense. Sometimes they skirt over explanations of quite intricate things on the assumption that such matters are familiar to all. I think you would encourage many more companies to use your services if you would help to clear up the semantic jungle which sometimes surrounds commercial practices and exporting procedures.'

Lord Brown then spoke about the official services given to export by the Board of Trade, referring to those measures which had been introduced or extended since Lord Rhodes opened the 1965 exhibition. He said:

'(a) We have extended the joint venture scheme for assisting industry to exhibit at trade fairs overseas. Previously, the assistance given progressively reduced to nothing after three participations, but firms can now obtain the maximum degree of assistance for five consecutive occasions.

'(b) We introduced a scheme to assist with the cost of translation of sales literature, travel of firm's representatives and return freight of exhibits at certain joint ventures and with the cost of collective overseas advertising by groups of firms participating in joint ventures at trade fairs abroad at British Weeks and at British pavilions.

'(c) We increased the scope of Export Credits Guarantee Department's services and brought about a reduction in premium for their policies. Perhaps you would like to discuss these matters at the ECGD stand which is adjacent to the Board of Trade stand.

'(d) We published and distributed our booklet on "Simpler Export Documents". You will remember that we mounted a pre-publication demonstration of the system at the last Export Services Exhibition.

'(e) A new service was set up by the British Standards Institution to give information to exporters about electrical standards and the approvals required by various European countries.

'(f) We intensified the Call Export Intelligence campaign which has now been in operation over 18 months and has so far answered over 18,000 inquiries.

'(g) Two weeks ago we initiated the Market Germany exercise which will pinpoint commercial opportunities available for British exporters to Germany and will result in six of our Commercial Officers from Germany interviewing 760 firms in this country.'

Businessmen were given a chance to see every aspect of the export services industry under one roof at Olympia this week, when the Second Export Services Exhibition was held in the Empire Hall (October 10-14). Lord Brown, Minister of State, Board of Trade, who opened the exhibition, toured the show and is seen here visiting the Board of Trade's own stand, which featured the wide range of services offered to exporters by the Board. A demonstration of the production of the daily (Monday to Friday) Export Service Bulletin *was a particularly popular feature.*

Lord Brown to open British exhibition in Rumania

LORD BROWN, Minister of State, Board of Trade, is expected to visit Rumania to open the British Exhibition of Agricultural and Construction Machinery and Equipment in Bucharest today (October 14).

Some 60 firms are being represented in the exhibition, which has been organized by the Board of Trade in collaboration with the Agricultural Engineers' Association Ltd. and the Federation of Manufacturers of Construction Equipment. Exhibits occupy some 35,000 sq. ft. at the Kisselev Hall. The display includes a comprehensive range of British machinery and equipment designed for increased mechanization and demonstrating the application of modern technology to many kinds of agricultural and construction work. Among the many types of commercial vehicles displayed are a truck crane with a range of 170 ft., 55-ton capacity trailers, tractors, bulldozers and other earth-moving equipment. Storage silos, animal feed mills, electronic separators for a wide range of food and mineral products, combine harvesters and battery cages are among the many agricultural products of interest to the Rumanian farming authorities.

The exhibition is being held at a particularly appropriate period as Rumania has recently embarked on a five-year plan that accords a high priority to automation in agriculture and the use of modern techniques in farming methods.

British exports of agricultural and construction machinery rose from £135 million in the first eight months of 1965 to £150 million in the same period of 1966, an 11 per cent increase.

After holding talks with Rumanian Ministers, Lord Brown will return to this country on October 17. The exhibition will close on October 21.

Midland Bank Service during the BRITISH WEEK in Lyon

OCTOBER 21-30, 1966

The Midland Bank's specialised service for overseas traders will be available in Lyon during the period of the "British Week". Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. P. F. Cryer, an Assistant Manager of our Overseas Branch, London and a member of the Bank's Panel for Overseas Trade Development, who can be contacted at the Grand Hotel, 11 rue Grolée (telephone 42 56 21).

If you are participating in this "British Week" and we can be of any assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone MONarch 9944), or through any of our 2,600 branches in England and Wales.

Midland Bank

EXPERT AID FOR EXPORT TRADE

Encouraging British participation at Düsseldorf 'IGEDO'

A report from the British Consulate-General, Düsseldorf

THE 70th International Fashion and Sales Week got under way on September 15 with the introduction by 635 German and foreign exhibitors of their 1967 spring and summer range of ladies', girls' and children's garments. British participation, with 14 firms, was again very encouraging and ranked second among the foreign exhibitors. Mr. J. M. Fisher, British Consul-General at Düsseldorf, and Mrs. Fisher, called on all the British participants during the course of the show.

The Board of Trade, Central Office of Information and the British Consulate-General, Düsseldorf, in co-operation with the British Fashion Export Group organized a joint venture which occupied a number of individual stands on sites totalling 390 square metres. The 12 members of their Group were: Aubrey Segal & Co. Ltd.; John Craig Ltd.; Philip Kunick Ltd.; F. J. Bacon Ltd.; Mansfield Mantles (Bishopsgate) Ltd.; Peter Barron (Models) Ltd.; Bernard Russell Ltd.; Harella Ltd.; Henriques of London Ltd.; Gor-Ray Ltd.; Clifton (Slim-Line) Ltd.; With-It Fashion Ltd. During the last two years several similar joint promotions have been undertaken by members of the Group in Düsseldorf and Munich.

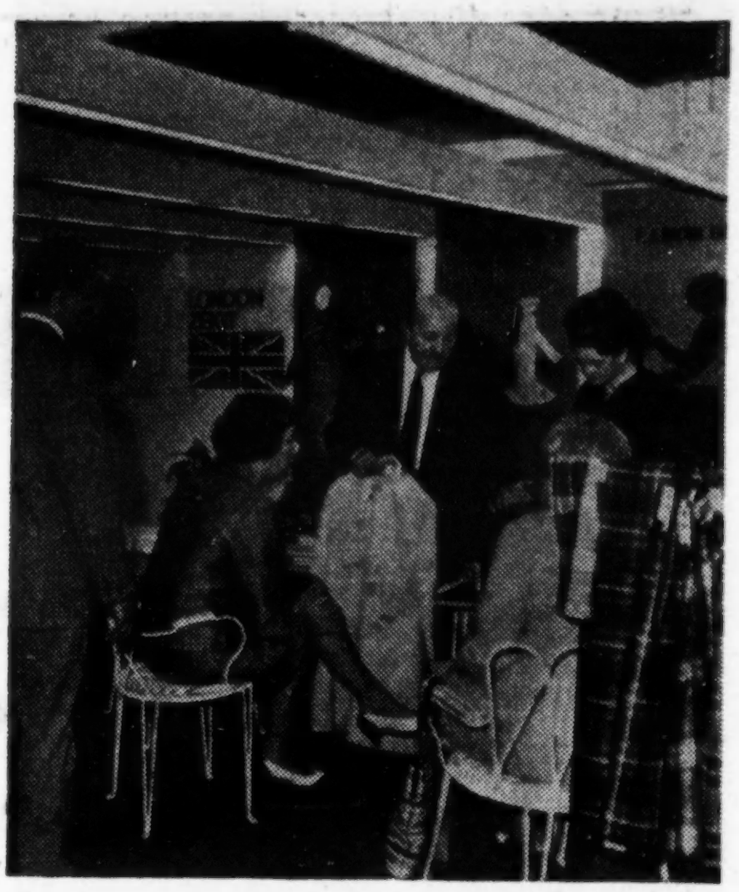
Apart from the British Fashion Export Group there were two independent exhibitors, namely: Elgee Coat and Suits and Global Dress Co. This event which catered for ladies', girls' and children's outerwear fashions occupied six halls covering 60,000 square metres. Looked upon as a preview spring and summer samples show, the fair does not attract as many buyers as the October one. Nevertheless, a total of 11,800 visitors, mostly trade buyers attended; a slight increase over the September show last year. Of this figure 1,369 were foreign visitors, mainly from the Scandinavian countries, Austria and Holland.

Of the foreign exhibitors Great Britain was well represented with 14 firms and took second place behind Italy (37 firms) followed by Holland (13), France (11), United States (7), Spain (5) Austria (5) Belgium (1) and Denmark (1).

A daily fashion parade at which all exhibitors could participate with six of their models was a special feature and the trade presented plenty of variety in new lines with the emphasis on coats, costumes and blouses. The shows were always well attended and as a result a number of the British models were singled out for attention by some of the larger buying houses, who subsequently called at their stands to negotiate sales. British styles, having worked their way through the 'Young London Look' phase, have made an impression on this market. The visitor to the British stands, therefore, expects to see something new. It is true to say that a number of the British exhibitors who have paid a great deal of attention to their preparation for this market, are now benefiting from the impact made by their presence at earlier shows. At this event a number of them have been rewarded in terms of orders worth some £40,000 altogether and most of them expect that further orders will follow.

The majority of the participants were agreeably surprised by third country interest; in fact, most of the orders taken were from countries outside Germany. Although one or two of the British firms came rather to explore and test the market, they were agreeably surprised to have taken some small orders. On the whole the British exhibitors expressed satisfaction and stated that they would be back at the next October event. The British stands compared most favourably with those of other exhibitors.

Press coverage was quite extensive and a few of the British stands were shown in a TV programme entitled 'Hier und Heute'. Although buying was slow during the first few days, towards the weekend and, especially, on the Sunday inquiries increased and business concluded was reported to have been good.



Visitors examine British products at the Düsseldorf Fashion and Sales Week 'IGEDO'.

Mr. Darling to visit West Germany

MR. GEORGE DARLING, Minister of State, Board of Trade, is to make an export promotion tour in West Germany later this month. During his visit he will see the British exhibits at the International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) in Cologne (open from October 23 to 25) and the British fashions being displayed at the Düsseldorf International Fashion and Sales Week (IGEDO) (October 23 to 27).

Mr. Darling will visit the Cologne exhibition on October 23. The British stands form one of the largest foreign sections at this annual event, and, in addition to a number of independent exhibitors, two 'joint venture' displays have been organized in collaboration with the Board of Trade. It will be the fifth successive occasion on which members of the Federation of British Manufacturers of Sports and Games have participated, 25 of whom are taking part on stands occupying 6,500 sq. ft. British equipment for all sports will be shown including tennis racquets and golf clubs, trampolines and skates, archery and hockey equipment, billiard tables and dart boards. Fishing tackle, athletic apparatus, balls for every type of game and sportswear will also be displayed on these stands. The first 'joint venture' display arranged by the Camping Trade Association of Great Britain will cover some 2,900 sq. ft. Ten firms will show tents, trailers, small boats, camping equipment and many other exhibits of interest to the outdoor living enthusiast.

The following day, in Frankfurt, Mr. Darling will hold a press conference at the Frankfurter Hof hotel before opening the new headquarters of ICI (Deutschland).

In Düsseldorf on October 25, Mr. Darling will tour the British stands at the Fashion and Sales Week exhibition. This event, is held four times a year, and 26 companies are participating in the 'joint venture' displays organized by the British Fashion Export Group and the Leicester and County Chamber of Commerce. Garments for the fashion-conscious German teenager and younger woman will dominate the Export Group stands although clothing for all age groups will be displayed. A selection of jersey dresses, knitwear and hosiery will be shown on the stands of the Chamber of Commerce members.

British Pavilion for Moscow exhibition

THE BOARD OF TRADE are planning to organize a British Pavilion in Moscow at the International Exhibition 'Modern Mechanical and Automated Equipment, Packing Equipment and Transportation Conveyances for the Food Industry', from May 16 to 29, 1967.

Further information can be obtained from the Overseas Trade Fairs Directorate, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Exts. 2785 or 2262).

British Week in Toronto

A CONFERENCE was held on October 6 in Glasgow in connection with Scottish participation in British Week in Toronto (from October 12 to 21, 1967) under the chairmanship of Mr. Robin MacLennan. Also present were Mr. John Irving, Mr. Ronald Murray and Mr. George Marshall. Sixty representatives of Scottish industry were present as was also Mr. Lee Osman Minister (Commercial) at Canada House.

British fashions in Denmark

TEN MEMBERS of the British Fashion Export Group displayed British Spring 1967 fashion collections at the Palace Hotel, Copenhagen, from September 19 to 23. The display, which was organized under the Board of Trade's joint venture scheme, attracted buyers from Norway and Sweden as well as Denmark.

The collections on show included ladies' coats, dresses, skirts, suits, evening wear, beachwear, house-gowns, negligees, rainwear, casual and sportswear and wedding outfits. Several of the collections particularly appealed to Scandinavian tastes, and a number of orders were taken and useful contacts made for the future.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of October 7.*

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

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Going to Lyons for the British Week? (21st-30th October)

Make a note of this address:

It could prove useful to you, because it is the address of the Lyons branch of Barclays Bank (France) Limited. The Manager, Monsieur G. Hugo, is very well accustomed to helping English visitors in all kinds of financial matters; and during British Week the branch will also be the base for two Barclays representatives from London—Mr. G. G. King from our Chief Foreign branch and Mr. H. B. Jackson, Manager of Barclays Export Finance Company Limited. To get in touch with any of them, ring Lyons 28.50.81; alternatively, make an appointment beforehand through any Barclays branch.

Barclays Bank
Money is our business—in France too

First British 'Joint Venture' at IKOFA 66

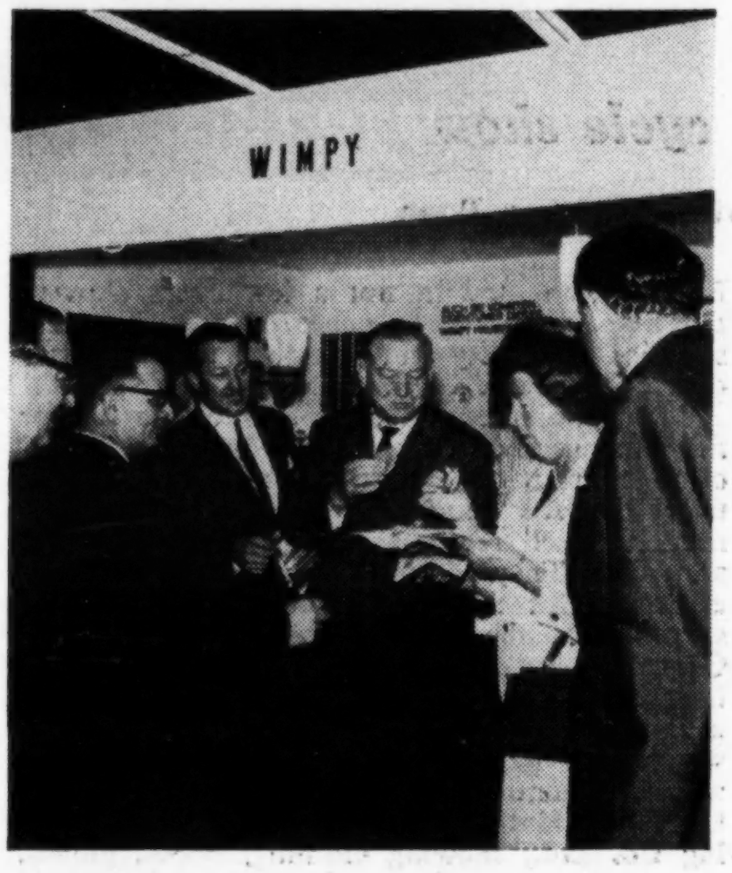
THIS YEAR'S IKOFA was the sixth in the series of international food fairs which have been held, biennially, in Munich since 1956. IKOFA 66 was remarkable for being the largest yet held, with more exhibitors (including increased foreign participation) and the first collective stand of British manufacturers.

A record number of 2,194 exhibitors took part, almost half of these being non-German firms. The largest of the 17 halls used for the exhibition was set aside for the foreign collective stands, 31 nations displaying the specialities of their countries. Not least of those exhibiting in the hall was Great Britain with a large stand sponsored jointly by the Food Manufacturers' Federation Incorporated and the Board of Trade, and containing exhibitors from 16 old established and well-known food manufacturers, representing a wide range of British consumables from whisky to 'Wimpys'. Several of the exhibitors were showing two or more brand names. Many of the British exhibitors had earlier participated successfully in the Berlin 'Grünewoche' and the ANUGA at Cologne, but it was felt that participation at IKOFA would give additional coverage especially for Southern Germany. Numerous visitors came from Italy, Austria, Switzerland and France, making it a useful 'shop window' on these countries also.

Some 263,000 visitors attended and, in general, British exhibitors were well satisfied with the results they achieved. One exhibitor, for example, sold hundreds of special packs containing marmalade and jam made in Scotland. Another sold thousands of loaves of bread baked in the exhibition grounds to a special recipe. Besides sales to the public, numerous trade inquiries were received from Germany and elsewhere.

A number of dignatories who visited the exhibition came to the British stand, including Herr Höcherl, the Federal German Minister for Food; Dr. Alfons Goppel, Bavarian Minister-President; Mr. E. E. Tomkins, Minister and Mr. S. L. Edwards, Minister (Economic) from the British Embassy, Bonn.

Although this 'joint venture' at IKOFA was in the nature of a reconnaissance it was a very successful one for the majority of the British exhibitors, many of whom were able to get their goods introduced into an area of Germany which has been comparatively unexploited. It is hoped that there will be sufficient support for a further and perhaps larger combined stand at IKOFA in 1968.



Dr. Alfons Goppel, Bavarian Minister-President (centre) samples – with seeming relish – an all-British Wimpy on the Board of Trade sponsored joint venture stand at IKOFA 66, the food fair held in Munich recently.

British pavilion is star attraction in Bogota

A report from the Commercial Department, British Embassy, Bogota.

THE BRITISH PAVILION in this year's Bogota Trade Fair (September 1-20) was the first official British participation in the fair, although in 1963 a small pavilion was arranged at the last moment on local initiative.

Sponsored by the Board of Trade and designed and managed by the Central Office of Information, Britain's was the only new foreign pavilion in the fairground. With a striking exterior of triangular red, white and blue panels, and a light, airy, uncluttered interior, it was the star attraction. The appearance and design were well in advance of all other buildings in the fairground, and the reaction of one foreign Ambassador was that the British pavilion gave him the perfect lever to press his government into participating in a similar manner in the future!

Space was taken by two British companies, two international companies, one British bank, and seven local agents. Additional space was occupied by a pub built with local materials, but equipped down to the last hinge and bottle measure from London and selling a wide selection of Scotch whiskies; also by a soundproofed enclosure housing a British diesel generator which provided light and power for the whole pavilion. The latter proved necessary for on the fourth day of the fair Bogota was blacked out for four hours by a power failure, the emergency generator for the fair packed up after an hour, and the British pavilion was left as the only illuminated building in the fairground. This received almost as much publicity as the appearance of the pavilion. The pavilion also withstood a heavy earth tremor on the third day of the fair.

Sales and orders went well, especially in the two lines exhibited which were new to Columbia – a small, cheap, cross-country vehicle and a generator which makes gas out of petrol. The exhibits included construction plant, diesel engines, fork lift trucks, crop driers, vehicles, tractors, calculating machines, compressors, machine tools, and locally assembled washing machines. The total value of goods on display in the pavilion was in the region of £130,000; most had been sold by the end of the first week. Additional orders and inquiries will take some time to calculate, but will come to many times the value of the exhibits.

This year's pavilion was rather an experiment and as such was undoubtedly successful. It gave us the outstanding position in the 1966 fair, and set a standard for future years which not only our competitors but we ourselves will find hard to match.

The fair has an obvious advantage as a source of otherwise hard-to-find import licences for the exhibits; as a means of expanding sales, or demonstrating products new to Columbia, it is of the greatest value; and it is to be hoped that in the next fair in 1968 the response from British firms will be much greater.

(Left) Sir Peter Garran, British Ambassador at The Hague (centre) accompanied by Lady Garran and Mr. G. H. Heijn (right foreground) inspecting some of the goods on sale at Albert Heijn's British Week promotion in Rijswijk. Union Jacks and bowler hats (right) were among the props used by Albert Heijn NV to lend a 'British flavour' to their grocery chain stores. See last week's Journal, *page* 892.

British ride high at Cologne cycle show

A report from the Commercial Department, British Embassy, Bonn

THE SEVENTH International Cycle and Motor Cycle Exhibition took place at Cologne from September 24-28 and attracted 35,850 visitors from 42 countries. Of these, 3,350 came from foreign couuntries. They shared their attentions among 194 direct and 93 indirect exhibitors from 17 countries.

There were 66 foreign exhibitors, with Holland (18) in first place followed by the United Kingdom (14), Italy (11) and France (6). A further 80 foreign firms were represented by their agents.

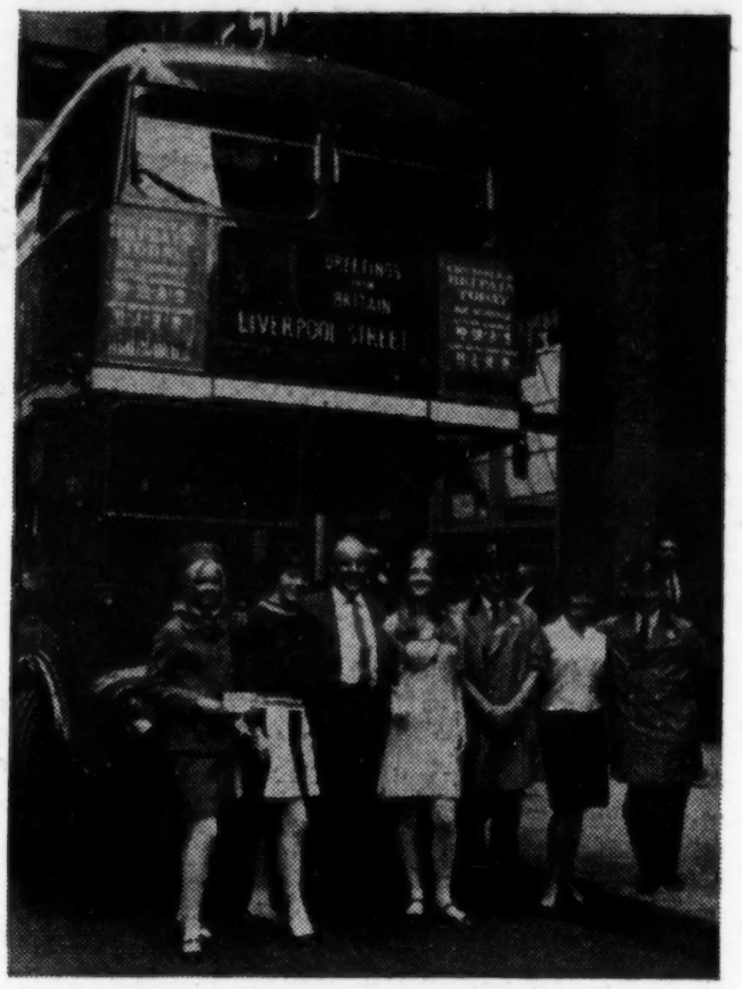
The exhibition emphasized once again that all cycle paths lead to Cologne, and that even in these days of relatively cheap power-packed minis there is a good market, and, the signs are, a rising one, for two-wheelers with or without power, not least for the folding bike that can go as hand luggage or be stowed in the boot of the smallest car. There were many examples of this type of machine, including our own 'Raleigh Compact', and good business in this sector was reported.

The British joint venture sponsored by the Board of Trade and the British Cycle and Motor Cycle Industries Association Ltd., in collaboration with the Central Office of Information, emerged with credit on all counts from this five-day international test.

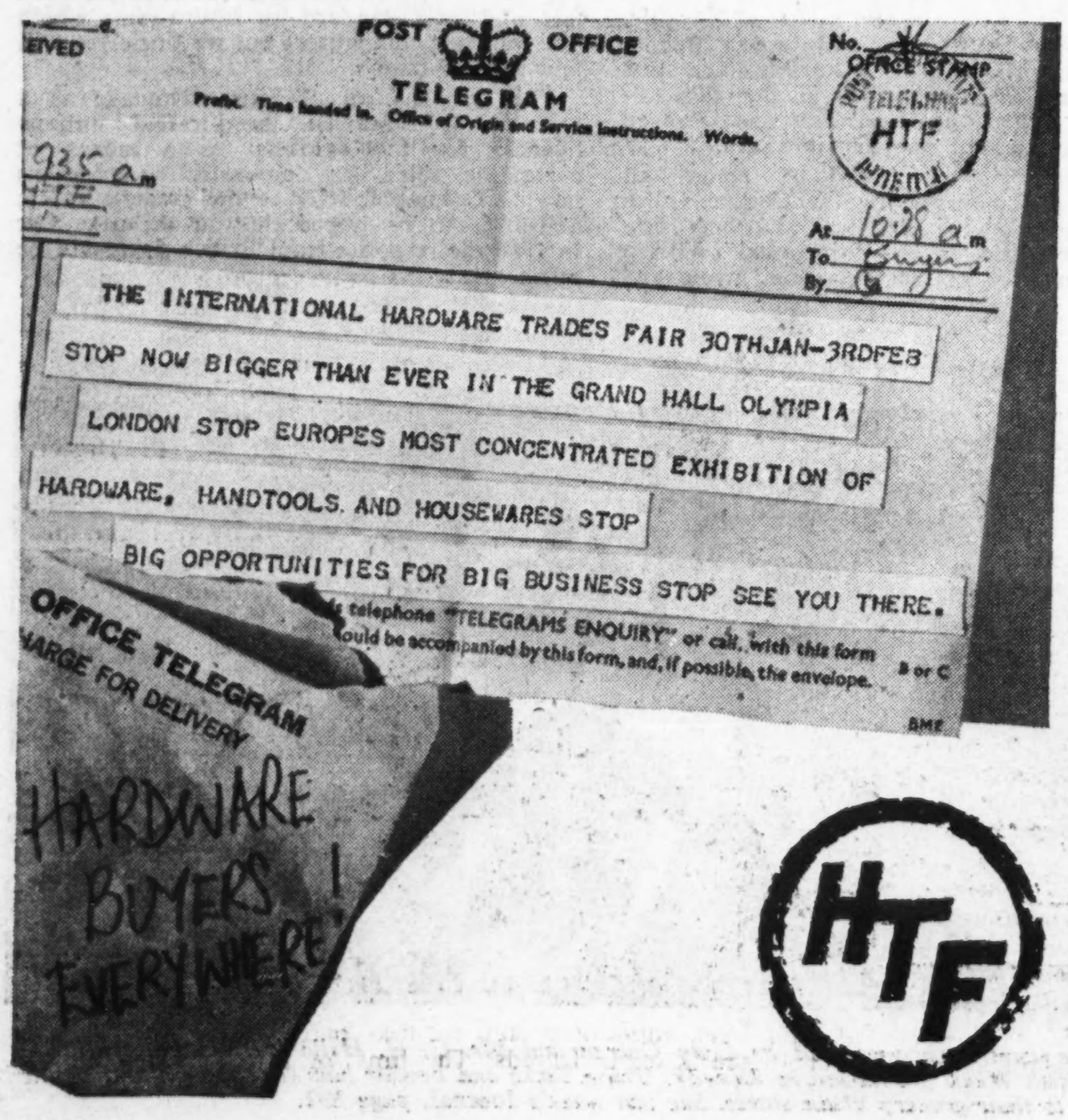
The start was signalled by a successful press reception given by Raleigh Industries Ltd. on September 22, and by September 24 the field was well along the road to worthwhile rewards.

This event revealed perseverance in the British team, and in not a few cases showed that we were very competitive in price, superior in quality and able to match or better our competitors' delivery dates.

An official German approach to one of our manufacturers could mean big business if it is carried through to a firm order. **Raleigh Industries Ltd.** see good prospects in the German market which requires some 1½ million cycles annually. They designed and built bicycles especially for this market, and were agreeably surprised at the interest aroused not only in Germany but also in third countries. They have set their sights high and are prepared for a long fight to capture a share of a market which will pay high prices for high quality with an unmistakable air of good breeding. **Godfreys (Hull) Ltd.** and **Belstaff Manufacturing Co. Ltd.,** showing clothing, boots, gloves, etc., were among those who took orders ranging from a few hundred pounds to £5,000 or more and who understood that the follow-up was far more important than the immediate results. Both spoke with satisfaction and experience of the same exhibition two years ago, since when their export business had substantially increased. **Newington Engineering Co.** reported a very satisfactory first venture with designs and quality which attracted sample orders for their cycles from Holland, Norway, Austria and Greece. A large order is looming from a big stores group, who intend to show samples at a meeting of 75 of their buyers with a view to placing the order in November.



Sir Gerald Nabarro, MP for South Worcestershire, shown in front of the London bus which commuted passengers from Gimbels Department Store to the British Trade Centre, New York, every two hours during the recent 'In Britain' fortnight which took place at the store. From left to right, are Sally Gates, wearing the 'London Look' from Gimbels, Miss Tina Small, information assistant, Sir Gerald Nabarro, Terry Crawford from Gimbels, Mr. David Edwards, Miss Patricia Lynn, executive secretary of the British Trade Centre, and Mr. John Mathieu, driver of the London bus.



The H.T.F. is the busiest and most concentrated European Annual Fair devoted entirely to the Hardware Trade. It is contained under cover in Britain's largest Exhibition Hall — The Grand Hall, Olympia. It attracts over 30,000 visitors from 68 Countries throughout the World and every visitor is a potential buyer. It is not only a shop window for British manufacturers. Included among its exhibitors are manufacturers from Canada, Australia, Eire, Germany, Austria, France, Italy, U.S.S.R., Scandinavia and other important industrial countries.

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Tel: High Wycombe 21391

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Japanese trade talks

MR. C. W. SANDERS, an Under-Secretary of Commercial Relations and Exports Department of the Board of Trade, is now in Tokyo for talks with the Japanese Government concerning future trade arrangements, and in particular the level of quotas established in connection with the Anglo-Japanese Commercial Treaty of 1962.

Botswana (formerly Bechuanaland)

ON SEPTEMBER 30, 1966, the Bechuanaland Protectorate became an independent republic under the name of Botswana.

A British High Commission office has been opened in Botswana, and Mr. H. Arthington-Davy has taken up duty there as First Secretary with responsibility for British commercial interests in the republic.

The postal address is British High Commission, Private Bag 23, Gaberones, Botswana.

Lesotho (formerly Basutoland)

ON OCTOBER 4, 1966, the Colony of Basutoland became an independent kingdom under the name of Lesotho.

A British High Commission office has been opened in Lesotho, and Mr. J. M. Brown has taken up duty there as First Secretary with responsibility for British commercial interests in the kingdom.

The postal address is British High Commission, PO Box 521, Maseru, Lesotho.

The last few pieces completing an order from Russia for 400 fine bone china tea services (11,000 pieces) are put in a cask at the Burslem works of Doulton Fine China Ltd. This is the largest single order for English china placed by the USSR since the second world war, and they will be sold in the famous Moscow GUM store. Doulton's have also received from the Soviet buying agency in London a request for quotations against a wide range of their more modestly priced, exclusive, English translucent china. The value of this first export order is £4,000.

Mexico and United Arab Republic

THE MEXICAN *Diario Oficial* of August 17, 1966 published details of the Trade Agreement between Mexico and the United Arab Republic, signed in Mexico City on October 23, 1963, at the same time stating that the Agreement has since been ratified in Cairo on March 26, 1966.

The *Board of Trade Journal* of November 29, 1963 (page 1220) reported the signature of the unratified Agreement which operated provisionally from the date of signature and continues in force for additional yearly periods unless denounced by either party with three months' notice.

The Agreement provides, with certain specified exceptions, for unconditional and unlimited most-favoured-nation treatment on a reciprocal basis and for payments in respect of bilateral trade to be effected in any freely convertible currency agreed upon by both parties.

Annexed to the Agreement are two lists of Goods. List A covers probable imports into Mexico from the United Arab Republic namely raw cotton of more than 23 mm., dried dates, natural silk cloth, raw linen (flax), linen tow, wine, privet powder (alhena), cigarettes, essential oils for perfumes, cinematograph films and music records. List B covers probable imports into the United Arab Republic from Mexico namely, sugar, tobacco, coffee, petroleum and its products, metals, meats, machinery, cinematographic films, chemical and pharmaceutical products, iron and steel tubing, oxide of zinc and electrical equipment. These lists do not exclude the possible interchange of other goods not included therein.

A translation into English of the Agreement may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476) (Reference CRE 2701/G).

West Germany and Rumania

A SECOND PROTOCOL to the Trade Agreement of December 24, 1963, between the Federal Republic of Germany and Rumania was signed on September 6, 1966. New quota lists effective from January 1, 1966, provide for annual German imports of oil and petroleum totalling DM 70 million (unchanged) as well as for increased imports of food and agricultural products and consumer goods. For a wide range of German imports in the industrial sector restricted quotas have been allowed to lapse as the Federal German authorities have introduced automatic licensing procedure in accordance with their policy of liberalizing trade with the Eastern Bloc.

Quotas for imports from Germany into Rumania include chemicals (DM 50 million), textiles (DM 17 million), iron and steel (DM 50 million), metal goods (DM 11.5 million), machinery (DM 100 million) and electrical goods (DM 18 million).

Letters exchanged between the two governments refer to their common interest in promoting economic and technical co-operation. The German-Rumanian Mixed Commission will pay special attention to the development of trade in goods which result from this co-operation.

Any inquiries relating to this announcement should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2307), quoting reference CRE 1847 G.

Air parcel service to the Balearic Islands

THE GPO have announced that insured parcels may now be sent by air to the Balearic Islands. The limit of insured value will be £55.

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Morocco and India

THE MOROCCAN *Bulletin Officiel* of September 7 announced the renewal, for a further year from August 3, 1966, of the additional protocol to the trade agreement of 1962 between Morocco and India. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468/9).

Export Service Bulletin

DURING THE QUARTER ended September 30, 1966, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7058).

Quarter ended September 30, 1966

Commodity	No. of Inquiries
Aircraft and watercraft	58
Antiques and works of art	1
Baby and invalid carriages	2
Boots, shoes and slippers	18
Brushes and brooms	8
Building supplies	140
Ceramic products	52
Chemicals, oils, fats, greases and paints	299
Clothing	118
Contracts	301
Cosmetics, toilet preparations, perfumery and hairdressing equipment	29
Domestic appliances	129
Druggists' sundries	33
Drugs and pharmaceutical preparations	102
Electrical machinery and apparatus	900
Fancy goods	48
Foodstuffs, beverages, produce and tobacco	101
Furniture and floor coverings	59
Glass and glassware	43
Hard haberdashery	30
Iron and steel	386
Jewellery, cutlery, Goldsmiths' and Silversmiths' wares	29
Leather and imitation leather	12
Leather goods	5
Livestock and appliances and equipment	31
Machinery and plant (including machine tools)	1,338
Medical and surgical instruments and appliances	104
Metalwares	14
Mineral products	51
Musical instruments	5
Non-ferrous metals	175
Office machinery and equipment	56
Paper, printed matter and stationery	174
Photographic and cinematographic equipment	28
Plastics materials	51
Prefabricated houses and buildings	14
Radio apparatus (including record players, television receivers and tape recorders)	120
Railway and rolling stock	103
Rubber manufactures	55
Scientific and optical instruments	257
Soap and cleansing preparations	18
Spectacleware, opticians' supplies	5
Sports goods	32
Textiles	228
Timber, wood manufactures	36
Tools, hand and engineers' small (including portable power tools)	85
Toys, games and model engineering	22
Vehicle parts	229
Watches and clocks	9

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of July 22, 1966, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period July-September 1966 inclusive.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first-hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433). Information for United Kingdom exporters will be found on page 970.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin No.
Chile	Mining machinery and equipment	135/66
Finland	Engineers' small tools	186/66
Italy	Automatic vending machines	145/66
New Zealand	Metal-working machine tools	148/66
Switzerland	Nuclear power reactors, research reactors and nuclear equipment and instruments	128/66

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Machinery and plant:		
Automatic vending machines	Italy	145/66
Mining machinery and equipment	Chile	135/66
Nuclear power reactors, research reactors and nuclear equipment and instruments	Switzerland	128/66
Tools:		
Engineers' small tools	Finland	186/66
Metal-working machine tools	New Zealand	148/66

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.***

For further information contact Export Services Branch, Board of Trade, Hillgate House 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(196/66) Drilling Equipment for Yacimientos Petroliferos Fiscales. November 14. E.S.B. 37189/66.*

AUSTRALIA

(193/66) Cable and Accessories; Oil Degasification Plant for Brisbane City Council. November 4. E.S.B. 36466/66.*

(195/66) Cotton Tape for Commonwealth Stores Supply and Tender Board, Melbourne. October 27. E.S.B. 37167/66.*

(195/66) Power Van for Commonwealth Railways. November 15. E.S.B. 36798/66.*

(195/66) Milling Machine for Department of Supply. November 1. E.S.B. 37101/66.

(195/66) Circuit Reclosers for State Electricity Commission of Victoria. November 14. E.S.B. 36796/66.*

(194/66) Refraction Hammer Seismograph for Supply and Tender Board, Adelaide. October 31. E.S.B. 36782/66.

(193/66) Construction of Sewer for Melbourne and Metropolitan Board of Works. (Pre-qualification.) Closing date for registration November 7. E.S.B. 36715/66.

BURMA

Myanma Export Import Corporation:

(192/66) Steel. October 31. E.S.B. 36434/66.*

(192/66) Calcium Carbide. October 31. E.S.B. 36435/66.*

(197/66) Steel Bars. November 12. E.S.B. 37197/66.*

(197/66) Graphite Electrodes. November 15. E.S.B. 37201/66.*

(197/66) Yeast. October 28. E.S.B. 37202/66.*

CEYLON

(197/66) Burnishing Equipment for Ceylon State Hardware Corporation. (Further Information.) Tender documents now available. E.S.B. 36344/66.*

(195/66) Fertilizer Mixing Plant for Ceylon Fertilizer Corporation. January 15, 1967. E.S.B. 37142/66.

CHILE

(196/66) Dental Materials for Servicio Nacional de Salud. October 28. E.S.B. 37186/66.*

COLOMBIA

(196/66) Hydro-Electric Plant and Equipment for Central Hidroelectrica de Caldas S.A. (Further Information.) Closing date postponed to November 7. E.S.B. 31723/66.*

(192/66) Aeronautical Radio Systems for Empresa Colombiano de Aerodromos. November 16. E.S.B. 36463/66.

COSTA RICA

(193/66) Transformer for Caja Costarricense de Seguro Social. October 28. Tender documents (in Spanish) available. E.S.B. 36705/66.*

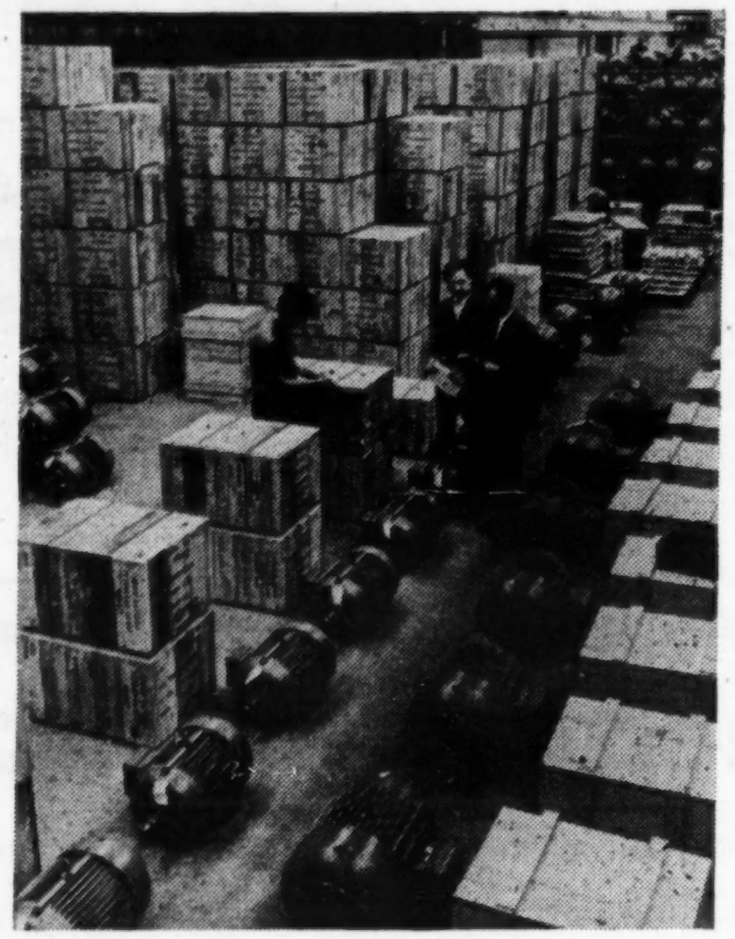
(196/66) Laboratory and Surgical Supplies for La Proveeduria Nacional. October 27. E.S.B. 37184/66.*

CYPRUS

(195/66) Transmitter/Receiver for Cyprus Telecommunications Authority. October 26. E.S.B. 37139/66.*

(195/66) Pharmaceuticals for Ministry of Health. November 5. E.S.B. 37144/66.

(196/66) Kernel Processing Plant for Co-operative Carob Marketing Federation Ltd. November 15. E.S.B. 37183/66.



The first consignment of nearly 600 electric motors for a new refinery complex at Shuaiba, Kuwait, being packed at the Yate, Bristol works of Newman Industries Ltd. Newman report that exports of their electric motors, usually around 60 per cent of output, are climbing to nearer 70 per cent, largely as a result of substantial orders, such as this one, received through their American sales subsidiary.

UNITED ARAB REPUBLIC (EYGPT)

Egyptian Railways:

(192/66) Steel Chucks. October 25. E.S.B. 36472/66.

(192/66) Wire and Cable. October 26. E.S.B. 36473/66.

(192/66) Saw Blades. October 31. E.S.B. 36474/66.

ETHIOPIA

Civil Aviation Administration:

(192/66) Teleprinter Equipment. November 5. E.S.B. 36484/66.*

(192/66) H.F. Receivers. November 5. E.S.B. 36486/66.*

(193/66) Control Console Desk. November 5. E.S.B. 36488/66.*

(193/66) Diesel Electric Plant. November 5. E.S.B. 36489/66.*

(193/66) R.T.T. Terminal Receivers. November 5. E.S.B. 36483/66.*

(193/66) Trans/Receiver Units. November 5 .E.S.B. 36487/66.*

(193/66) Cable for Imperial Board of Telecommunications of Ethiopia. November 5. E.S.B. 36470/66.*

(193/66) Transmitters for Imperial Ethiopian Government. November 5. E.S.B. 36485/66.*

FRANCE

(195/66) Covered Swimming Pool for Marie de Lyon. October 31. E.S.B. 37102/66.

(194/66) Trucks for Supreme Headquarters Allied Powers Europe. November 21. E.S.B. 36731/66.*

FORMOSA

Central Trust of China:

(192/66) Tank Gauges. October 29. E.S.B. 36374/66.*

(192/66) Spare Parts for Diesel Engines, etc. October 28. E.S.B. 36402/66.*

(192/66) Centrifugal Pumps. October 28. E.S.B. 36375/66.*

(192/66) Recording and Measuring Instruments. October 28. E.S.B. 36403/66.*

(192/66) High-Tension Wires and Freyssinet Cones. October 27. E.S.B. 36404/66.*

(192/66) Oxygen Breathing Apparatus. October 27. E.S.B. 36405/66.*

(193/66) Steel Pipes. October 29. E.S.B. 36406/66.*

(192/66) M.S. Plate. October 26. E.S.B. 36410/66.*

(192/66) Tobacco Drying Plant. October 27. E.S.B. 36411/66.*

(192/66) Instruments. October 28. E.S.B. 36462/66.*

(196/66) Brewery Plant. November 10. E.S.B. 37157/66.*

(196/66) Steel. October 28. E.S.B. 37161/66.*

(196/66) Steel Towers. November 7. E.S.B. 37159/66.*

(196/66) Steel Towers. November 7. E.S.B. 37160/66.*

(196/66) Lathe. November 4. E.S.B. 37152/66.*

(196/66) Hoist. November 2. E.S.B. 37156/66.*

(196/66) Telephone and Teleprinter Equipment. October 28. E.S.B. 37171/66.*

(196/66) Rubber Hose. November 2. E.S.B. 37172/66.*

(196/66) Fork Lift Trucks. November 4. E.S.B. 37154/66.*

(196/66) Generators. November 3. E.S.B. 37162/66.*

(196/66) Shovel Loader. November 3. E.S.B. 37158/66.*

GREECE

Agricultural Bank of Greece:

(193/66) Gasoline Engines. October 31. E.S.B. 36720/66.*

(193/66) Packaging Machinery. November 7. E.S.B. 36719/66.*

Institute of Social Insurance:

(195/66) X-Ray and Dental Films. November 4. E.S.B. 37135/66.*

(195/66) Dental Spittoons. October 29. E.S.B. 37134/66.*

ICELAND

(195/66) Construction of Transmission Lines for Landsvirkjun, The National Power Company. (Advance Information.) E.S.B. 37165/66.

INDIA

(192/66) Brazing Machines for Beas Purchase Organization. December 7. E.S.B. 36453/66.*

U.P. State Electricity Board:

(193/66) Electrical Equipment. November 7. E.S.B. 36495/66.

(193/66) Switchgear. November 21. E.S.B. 36496/66.

(193/66) Marine Engines for Government of Andhra Pradesh. October 31. E.S.B. 36728/66.

(194/66) Machine Tools for Hindustan Aeronautics Ltd. (Further Information.) E.S.B. 36014/66.

(194/66) Water Treatment Plant Equipment for Maharashtra State Electricity Board. (Further Information.) E.S.B. 34065/66.

(194/66) Star Delta Starters for Singareni Collieries Co., Ltd. November 2. E.S.B. 36725/66.

(195/66) Scragging Machine for Directorate General of Supplies and Disposals. November 24. E.S.B. 37132/66.*

(195/66) Electricity Meters for Madhya Pradesh Electricity Board. October 29. E.S.B. 37129/66.

National Coal Development Corporation:

(197/66) Haulage. (Further Information.) October 27. Tender documents now available. E.S.B. 36776/66.*

(195/66) Mine Fans. October 28. E.S.B. 36777/66.

(196/66) Spare Parts for Trucks for Bhakra Dam Project. November 9. E.S.B. 37190/66.

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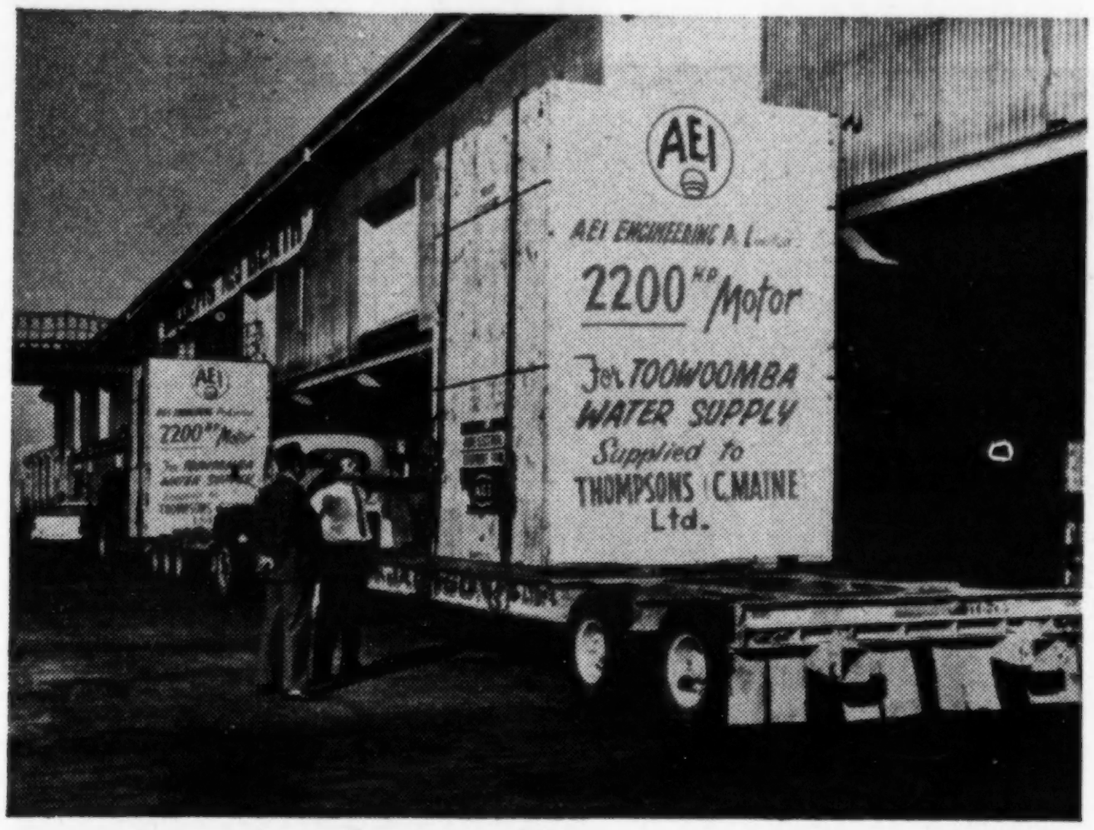
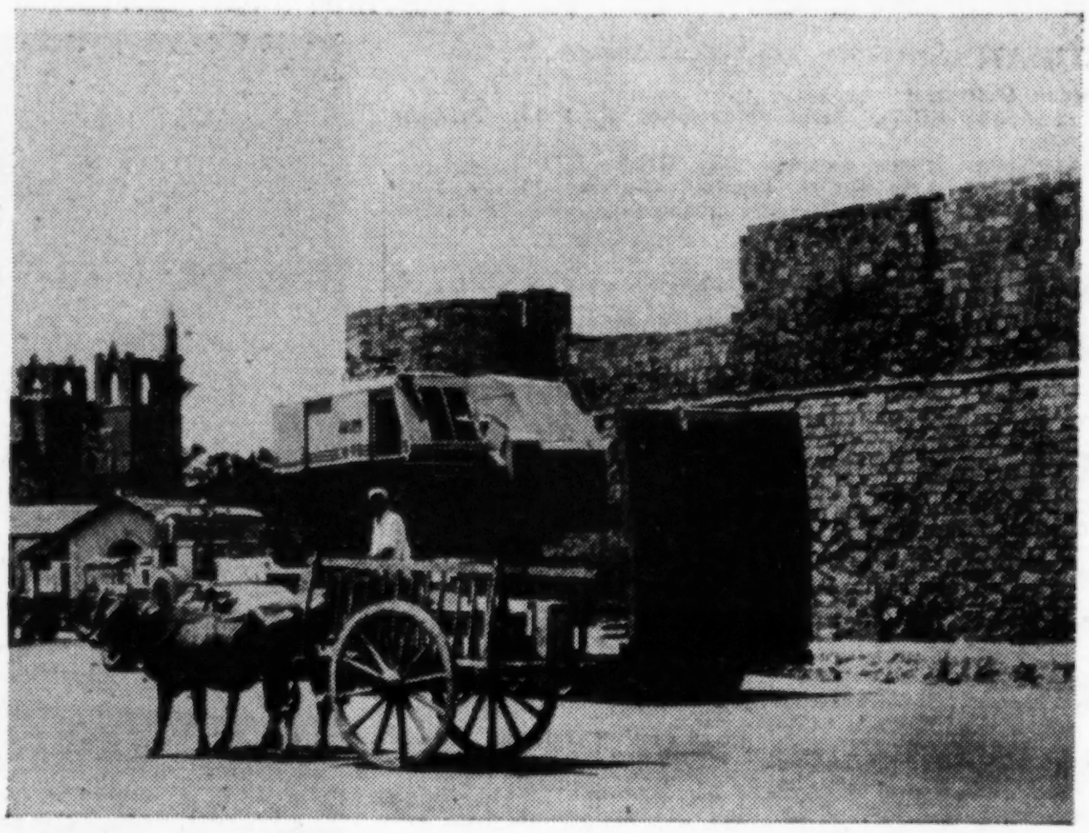
* **The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contains as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarises the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all issues, costs* only £10 10*s.*

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.



Two of the largest electric motors ever supplied by Associated Electrical Industries International Ltd. to Australia for town or city water supply pumping duty, in their packing cases on low loaders at Brisbane Wharf ready for their 104-mile journey to site. The two-2200 hp slipring motors which operate on a 3.3kV, 3-phase, 50 cycles per second supply, will drive pumps at the Perseverance Creek Dam near Toowoomba, Queensland.



A Ruston-Bucyrus 38-RB excavator passing the Venician walls of Famagusta (Cyprus) on its way to copper mines operated by the Cyprus Mines Corporation. Valued at approximately £20,000, this 38-RB is the second machine to be purchased by the Cyprus Mines Corporation during 1966. The Corporation is now operating a fleet of 11 Ruston-Bucyrus excavators.

IRAN

Iranian State Railways:
(194/66) Refractory Bricks. December 13. E.S.B. 36762/66.*
(197/66) Deepwell Drilling Set. December 28. E.S.B. 37195/66.*
Steel Corporation of Iran:
(194/66) Hoist. December 10. E.S.B. 36763/66.*
(197/66) Pipes. (Re-issue of Tender.) Closing date is now December 5. E.S.B. 21633/66.*
(194/66) Steel Tubes for Teheran Regional Electricity Department. November 8. E.S.B. 36757/66.*

IRAQ

Ministry of Municipalities and Works:
(197/66) Switching Stations. (Further Information.) Closing date postponed to November 8. E.S.B. 30476/66.*
(195/66) Wireless Apparatus. November 29. E.S.B. 37169/66.
Ministry of Defence:
(197/66) Vehicle Spare Parts. (Further Information) Closing date postponed to November 15. E.S.B. 25296/66.*
(197/66) Films and Chemicals. (Further Information.) Closing date November 22. E.S.B. 36454/66.*

KOREA

Office of Supply:
(193/6) Weaving Machines. October 28. E.S.B. 36710/66.*
(193/66) Oil Extraction Plant. November 2. E.S.B. 36713/66.*
(194/66) Auto Analyser. November 3. E.S.B. 36739/66.*

KUWAIT

Ministry of Electricity and Water:
(193/66) Well Casing and Riser Pipe. October 30. E.S.B. 36707/66.*
(193/66) Submersible Pumps. October 30. E.S.B. 36708/66.*

LIBYA

(194/66) Building of Youth Centre for Public Works Department. November 14. E.S.B. 36746/66.

MALAYSIA

(194/66) Miscellaneous Stores for Ministry of Defence. Closing dates from October 14-28. E.S.B. 36785/66.
(197/66) Fertilizers for Ministry of Agriculture and Co-operatives. November 7. E.S.B. 37198/66.*
Ministry of Information and Broadcasting:
(194/66) Television Systems and Equipment. December 24. E.S.B. 36737/66.*
(194/66) Broadcasting Transmitters. December 6. E.S.B. 36740/66.*
(194/66) Broadcasting Transmitters and Equipment. December 6. E.S.B. 36741/66.*
(195/66) A.C. Pipes, Joints, etc., for Public Works Department. November 24. E.S.B. 37145/66.
Survey Department H.Q.:
(194/66) Paper Guillotine. (Further Information.) E.S.B. 36362/66.*
(194/66) Paper Sheet-Counting Machine. (Further Information.) E.S.B. 36357/66.*
Telecommunications Department:
(196/66) Steel Poles. November 17. E.S.B. 37176/66.*
(196/66) Telephone Cables. November 17. E.S.B. 37179/66.*
(196/66) Switchboard Cable and Copper Wire. November 17. E.S.B. 37180/66.*
(196/66) Cables. November 17. E.S.B. 37181/66.*

MALTA

(195/66) Rotary Cultivator for Department of Agriculture. November 2. E.S.B. 36785/66.
Department of Education:
(193/66) Insulating Materials. November 2. E.S.B. 36701/66.
(193/66) Electrical Demonstration Set. November 2. E.S.B. 36498/66.
Department of Health:
(193/66) Antibiotics. November 2. E.S.B. 36723/66.
(195/66) Firebricks. November 2. E.S.B. 36784/66.
(193/66) Sugar Syrup Making Equipment for Milk Marketing Board. November 2. E.S.B. 36500/66.
The Treasury:
(197/66) Adding Machine. (Further Information.) November 2. E.S.B. 36499/66.*
(196/66) Vitamins. November 9. E.S.B. 37182/66.*
Waterworks Department:
(193/66) Water Meters. November 2. E.S.B. 36702/66.
(192/66) Diesel Alternator. (Further Information.) Tender documents now available. E.S.B. 36063/66.*

MOZAMBIQUE

(192/66) Building Project for Lourenco Marques Municipality. October 28. E.S.B. 36467/66.

NEW ZEALAND

(197/66) Load Control System for Whakatane Board Mills Ltd. (Further Information.) Error. Closing date corrected to December 8. E.S.B. 36475/66.*
General Post Office:
(194/66) Pumps. November 4. E.S.B. 36758/66.*
(196/66) Loading Cases. November 9. E.S.B. 37173/66.
(196/66) Fans. November 8. E.S.B. 37177/66.*
(196/66) Humidistats. November 7. E.S.B. 37178/66.*

PAKISTAN

East Pakistan Railway Board:
(196/66) Signalling and Relay Equipment. November 15. E.S.B. 37138/66.*
(196/66) Railway Signalling Equipment. November 15. E.S.B. 37163/66.*

SOUTH AFRICA

(193/66) Conveyor Plant for South African Sugar Terminals (Pty.) Ltd. December 19. E.S.B. 36480/66.
(195/66) Road Traffic Signal Controllers for City of Durban Electricity Department. November 4. E.S.B. 37104/66.*
Cape Provincial Tender Board:
(195/66) Bits, Screws and Rulers. November 1. E.S.B. 37111/66.*
(195/66) Twill. October 28. E.S.B. 37115/66.
(195/66) Pencil Sharpeners and Staplers. October 28. E.S.B. 37116/66.*
(195/66) Worsted Serge. November 1. E.S.B. 37112/66.*
(195/66) Laboratory Supplies. October 28. E.S.B. 37113/66.*

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

(195/66) Cane. November 1. E.S.B. 37114/66.*
State Tender Board:
(193/66) Communications Equipment. (Further Information.) Closing date postponed to October 31. E.S.B. 32891/66.*
(194/66) Medical Equipment. November 10. E.S.B. 36764/66.*
(194/66) Telemetering and Communications Equipment. October 27. E.S.B. 36765/66.*
(194/66) Kiln. October 27. E.S.B. 36766/66.*
(194/66) Laboratory Equipment. October 28. E.S.B. 36768/66.*
(194/66) Knapsack Sprayers. October 26. E.S.B. 36773/66.*
(195/66) Measuring Instruments. October 28. E.S.B. 36769/66.*
(195/66) Veterinary Supplies. November 1. E.S.B. 36770/66.*
(195/66) Potentiometric Recorder. October 26. E.S.B. 36771/66.*
(195/66) Agricultural Laboratory Equipment. October 31. E.S.B. 36772/66.*
(195/66) Meat Marking Equipment. October 27. E.S.B. 36795/66.*
Transvaal Provincial Tender Board:
(192/66) Cardiac Converter Defibrillator. October 28. E.S.B. 36476/66.*
(193/66) Respirator. October 28. E.S.B. 36477/66.*
(193/66) Cardiac Converter Defibrillator. October 28. E.S.B. 36478/66.*

SPAIN

(193/66) Civil Engineering Works for Valencia's Municipal Authority. December 2. E.S.B. 36714/66.

SUDAN

Sudan Railways:

(194/66) Lifting Jacks. November 9. E.S.B. 36756/66.*

(195/66) Flour. October 27. E.S.B. 37143/66.*

(197/66) Axle Roller Bearing. (Further Information.) November 15. Tender documents now available. E.S.B. 36744/66.*

SYRIAN ARAB REPUBLIC

(196/66) Generating and Electric Sets for Directorate General of Broadcasting and Television. October 30. E.S.B. 37120/66.

(195/66) Railway Construction Work for Syrian Railways. December 15. E.S.B. 36788/66.*

THAILAND

(193/6) Meters and Transformers for Provincial Electricity Authority. October 26. E.S.B. 36448/66.*

(195/66) Industrial X-Ray Equipment for Royal Irrigation Department. November 2. E.S.B. 37133/66.*

TURKEY

(192/66) Photographic and Dark Room Equipment for Turkish Radio Television Association. November 1. Tender documents (in Turkish) available. E.S.B. 36436/66.*

UGANDA

(194/66) Camp Equipment for Uganda Works Department. November 3. E.S.B. 36745/66.

UNITED STATES OF AMERICA

(193/66) Power Equipment and Accessories for Sacramento Municipal Utility District. (Further Information.) Closing date postponed to October 28. E.S.B. 30131/66.*

VENEZUELA

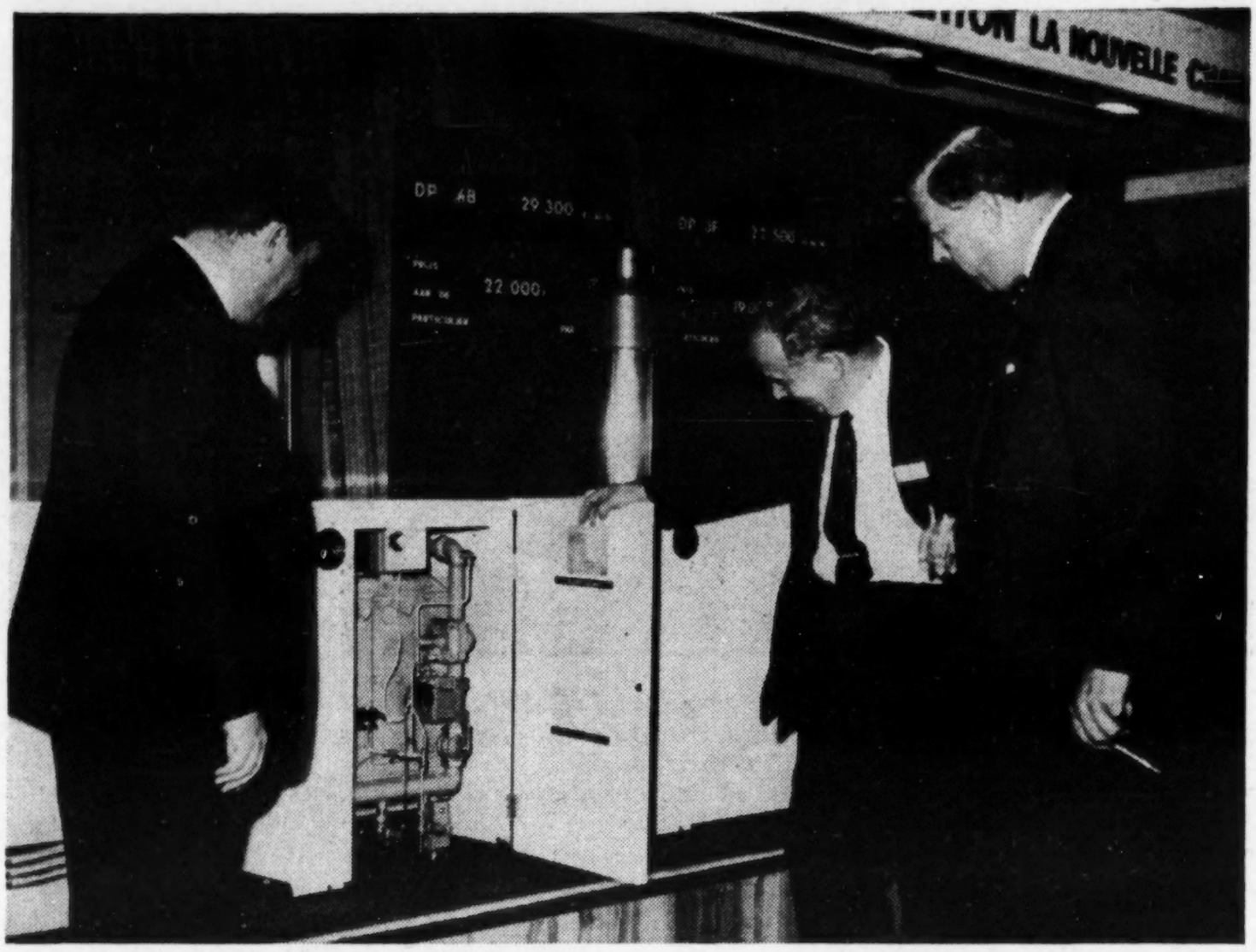
(197/66) Television Testing Equipment for Instituto Nacional de Obras Sanitarias (INOS). November 14. E.S.B. 37192/66.

(197/66) Condensers for Corporacion Venezolana de Fomento. (Pre-qualification.) November 14. E.S.B. 37193/66.

VIETNAM

(193/66) Power Transformers and Transistors for Central Purchasing Authority. October 28. E.S.B. 36736/66.*

(194/66) Paper Manufacturing Plant for Cong Ty Gray Va Hoa Pham Dong Nai. Closing date not stated. E.S.B. 36754/66.



On September 6 Potterton International Ltd. and their Belgian subsidiary, Abair Potterton SA, opened an impressive exhibition of domestic gas-fired central-heating boilers designed with the Continental market in mind, in the conference room of the British Embassy in Brussels. The exhibition was an unqualified success and a good example of positive co-operation between government export services and industry. Mr. J. T. Sweet (left) and Mr. E. G. Brooks, of Potterton International, are seen here with Mr. Carol Ramsden, HM Chargé d'Affaires (right).

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.***

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia

(196/66) Agency inquiry for gas burners. E.S.B. 37038/66.

(196/66) Manufacture under licence – air couplings; gas and fluid couplings; light air operated tools and accessories. E.S.B. 36809/66.

Austria

(195/66) Agency inquiry for chemical-technical products; pharmaceuticals. E.S.B. 36834/66.

Bahamas

(194/66) Inquiry for jewellery; leather and suede goods; prams; souvenirs and novelties; swimwear; toys. E.S.B. 36535/66.

(194/66) Inquiry for tubes. E.S.B. 36277/66.

Bolivia

(196/66) Inquiry for printing machinery. E.S.B. 33060/66.

Bulgaria

(193/66) Inquiry for earth-moving equipment. E.S.B. 27269/66.

Burma

(193/66) Myanma export-import corporation. E.S.B. 35380/66.

Canada

(193/66) Agency inquiry for cotton piece-goods; scarves. E.S.B. 26560/63.

(194/66) Agency inquiry for abrasives; belting; pipeline equipment; thermometers; welding machines and equipment. E.S.B. 36599/66.

(194/66) Agency inquiry for electronic equipment and components; telephone relays; wire. E.S.B. 36521/66.

(194/66) Agency inquiry for soccer clothing. E.S.B. 36271/66.

Abu Dhabi

(193/66) British overseas commercial representatives visit. E.S.B. 6865/66.

Algeria

(195/66) Inquiry for chocolate. E.S.B. 26942/66.

Argentina

(194/66) Agency inquiry for road construction machinery and equipment; mining equipment, machinery and tools. E.S.B. 36552/66.

(196/66) Sending of samples and trade literature to the British Embassy, Buenos Aires. E.S.B. 356/G.

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(196/66) Agency inquiry for bicycles; domestic hardware; floor coverings; lawn mowers; plumbing supplies; sporting guns. E.S.B. 35088/66.
(193/66) Inquiry for leather. E.S.B. 33551/66.
(194/66) Inquiry for conveyors; elevators; industrial containers; industrial parts and components; mechanical handling equipment; personnel carriers; storage bins and racks. E.S.B. 36545/66.
(194/66) Inquiry for steel boiler tubes. E.S.B. 36247/66.
(194/66) Manufacture under licence – materials handling equipment; mining equipment; packaging equipment; pulp and paper ancillary equipment. E.S.B. 35486/66.
(195/66) Inquiry for caravans; freezer; helicopters; trucks. E.S.B. 30313/66.
(196/66) Inquiry for power transmission equipment. E.S.B. 37012/66.

Ceylon
(196/66) Agency inquiry for asbestos packings; belting. E.S.B. 37093/66.

Denmark
(197/66) Agency inquiry for biscuits. E.S.B. 36984/66.
(193/66) Inquiry for floor coverings. E.S.B. 36254/66.
(193/66) Inquiry for vacuum cleaners. E.S.B. 36200/66.

Dominican Republic
(192/66) Agency inquiry for bakery machinery; caustic soda; linseed oil; tubing. E.S.B. 35864/66.
(192/66) Agency inquiry for cooking utensils; fish; hardware. E.S.B. 35870/66.
(192/66) Agency inquiry for fire hydrants and accessories; lightning protection equipment. E.S.B. 35765/66.
(192/66) Agency inquiry for household articles; office materials. E.S.B. 35877/66.
(192/66) Agency inquiry for tubing. E.S.B. 35767/66.
(193/66) Agency inquiry for agricultural equipment. E.S.B. 35914/66 and E.S.B. 35903/66.
(193/66) Agency inquiry for bicycles; stationery. E.S.B. 35915/66.
(193/66) Agency inquiry for bicycles; linen; plastic manufactured articles. E.S.B. 35913/66.
(193/66) Agency inquiry for construction materials; electric wire; synthetic resin. E.S.B. 35912/66.
(193/66) Agency inquiry for dairy equipment; electric wire; insecticide pumps; vehicle spares. E.S.B. 35916/66.
(193/66) Agency inquiry for electric appliances; jewellery; radios. E.S.B. 35917/66.
(193/66) Agency inquiry for tin plate and tin plate products. E.S.B. 35904/66.
(195/66) Agency inquiry for irrigation equipment; pumps. E.S.B. 36803/66.
(194/66) Inquiry for salt refinery. E.S.B. 36668/66.

France
(197/66) Agency inquiry for bicycles; domestic appliances; motor-bicycles; sewing machines; scooters; sporting guns. E.S.B. 36254/66.
(196/66) Inquiry for condiments; sauces; spices. E.S.B. 37312/66.

Germany, Federal Republic of
(194/66) Agency inquiry for car accessories. E.S.B. 36929/66.
(192/66) Import opportunity – fruit. C.R.E. 66/65.
(193/66) Inquiry for steel pipes. E.S.B. 35729/66.
(195/66) Inquiry for lace. E.S.B. 36885/66.

Greece
(196/66) Agency inquiry for machine tools; tinsmith machines; welding machines. E.S.B. 36896/66.

Hong Kong
(196/66) Agency inquiry for blankets; knitwear; lighting fixtures and fittings; men's jewellery; socks; ties. E.S.B. 37311/66.

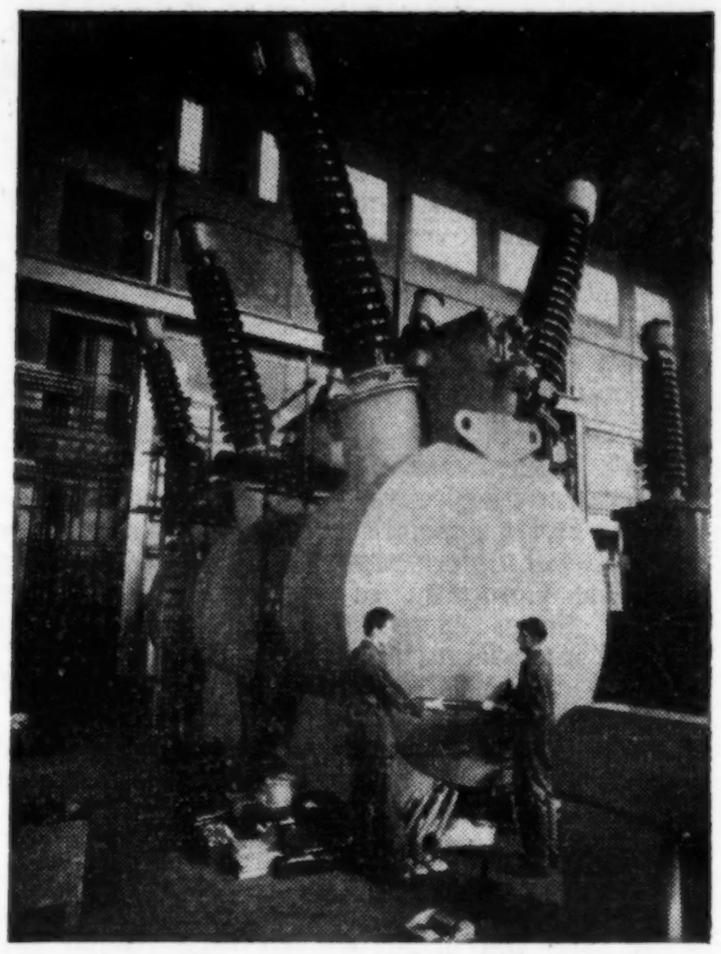
Hungary/Albania
(193/66) Trade and financial arrangements. C.R.E. 9607/G.

India
(194/66) Inquiry for scientific and laboratory equipment. E.S.B. 37551/65.

Iran
(196/66) Agency inquiry for welding generators. E.S.B. 36836/66.

Israel
(194/66) Agency inquiry for contraceptives. E.S.B. 6817/66.
(196/66) Agency inquiry for sugar filling and weighing machinery. E.S.B. 36937/66.
(196/66) Inquiry for pressure gauges; regulators; thermometers. E.S.B. 17846/66.

Italy
(193/66) Agency inquiry for artists' materials; building materials and machinery; drawing office equipment; office machinery and equipment; tiles; timber. E.S.B. 36176/66.
(193/66) Agency inquiry for pharmaceutical products. E.S.B. 12444/66.
(193/66) Agency inquiry for velvet. E.S.B. 36255/66.
(194/66) Agency inquiry for cotton and synthetic fabrics. E.S.B. 36504/66.
(196/66) Agency inquiry for electronic measuring and control instruments. E.S.B. 36964/66.
(196/66) Agency inquiry for marble working equipment; rock drilling equipment. E.S.B. 32098/66.
(193/66) Inquiry for compacts and lipstick cases; hair sprays; mirrors; soaps. E.S.B. 36242/66.
(193/66) Inquiry for perambulators. E.S.B. 36186/66.
(194/66) Inquiry for magnetic tapes. E.S.B. 36564/66.
(196/66) Manufacture under licence – earth moving equipment. E.S.B. 36950/66.



The Switchgear Division of Associated Electrical Industries Ltd. has received an order worth £150,000 from the State Electricity Commission of Victoria for six 220,000 volt, 15,000 MVA oil circuit-breakers to be installed at Hazelwood power station. The picture shows work in progress at AEI Willesden factory on a circuit-breaker of this type supplied on a previous order for the power station.

Jamaica
(194/66) Agency inquiry for fork lift trucks. E.S.B. 36270/66.
(195/66) Agency inquiry for bags, satchels and purses; gloves; handkerchiefs; ribbons and binding. E.S.B. 36583/66.
(197/66) Agency inquiry for hospital supplies. E.S.B. 37425/66.
(194/66) Inquiry for cold storage equipment. E.S.B. 36561/66.

Jordan
(194/66) Agency inquiry for porcelain cement. E.S.B. 36593/66.
(196/66) Agency inquiry for knitting wools; radio-telephone system; toys and games. E.S.B. 37072/66.

Kenya
(193/66) Agency inquiry for automobile spare parts; consumer goods; lanterns. E.S.B. 35924/66.
(195/66) Agency inquiry for dressings; drugs; medicines. E.S.B. 36694/66.
(193/66) Inquiry for cutlery; wire. E.S.B. 35199/66.

Lebanon
(193/66) Inquiry for alternators; diesel engines; electric motors. E.S.B. 36104/66.

Liberia
(195/66) Inquiry for alcoholic drinks; foodstuffs and provisions; household sundries; rubber processing plant. E.S.B. 36926/66.

Libya
(194/66) Agency inquiry for graphic art reproduction; printing machinery. E.S.B. 36281/66.
(192/66) Inquiry for chocolate making machinery. E.S.B. 35753/66.
(194/66) Inquiry for glass-fibre moulding equipment and materials; paint spraying equipment; steel furniture manufacturing equipment. E.S.B. 36217/66.

Malta
(194/66) Agency inquiry for piece-goods. E.S.B. 35206/66.

Mexico
(193/66) Inquiry for automotive parts. E.S.B. 33297/66.
(196/66) Inquiry for brick plant, machinery and equipment; electric furnace. E.S.B. 35408/66.
(196/66) Inquiry for electrical equipment; sugar refining equipment. E.S.B. 35949/66.

Netherlands
(195/66) Inquiry for turbine engine and pump unit. E.S.B. 36550/66.

Netherlands Antilles
(194/66) Inquiry for soap; talcum powder. E.S.B. 36284/66.

New Zealand
(195/66) Agency inquiry for vitrified ware. E.S.B. 36594/66.

Pakistan
(196/66) Agency inquiry for adhesives; chalk; clay. E.S.B. 37065/66.
(194/66) Inquiry for ball bearings; condensers; wire. E.S.B. 36141/66.
(195/66) Inquiry for air and naval stores; bridging equipment; electronic and communications equipment; firearms; vehicles etc. E.S.B. 36544/66.
(195/66) Inquiry for jute mill machinery and accessories. E.S.B. 23609/66.
(196/66) Inquiry for cattle and poultry feed plant; vegetable dehydration plant. E.S.B. 35754/66.
(196/66) Inquiry for civil engineering laboratory equipment. E.S.B. 35930/66.
(196/66) Inquiry for mist blower plant. E.S.B. 37004/66.

South Africa
(194/66) Agency inquiry for furnishing fabrics. E.S.B. 36513/66.
(193/66) Inquiry in respect of industrial engineering equipment; marine equipment. E.S.B. 36164/66.
(194/66) Inquiry for lithopone. E.S.B. 36250/66.

Sweden
(193/66) Agency inquiry for piece-goods. E.S.B. 36240/66.
(193/66) Inquiry for yarns. E.S.B. 36209/66.
(195/66) Inquiry for knitted fabrics; textiles. E.S.B. 36679/66.

Switzerland
(196/66) Agency inquiry for machine tools. E.S.B. 36331/66.
(194/66) Inquiry for caps. E.S.B. 36511/66.

Thailand
(195/66) Agency inquiry for alternators; diesel engines. E.S.B. 36280/66.

Turkey
(193/66) Inquiry for concrete products making plant. E.S.B. 36589/66.
(195/66) Inquiry for alarm systems; doors; ventilation equipment etc. E.S.B. 36567/66.

United States of America
(195/66) Agency inquiry for chemical, pharmaceutical and plastics raw materials and intermediates. E.S.B. 29701/66.
(195/66) Agency inquiry for chemicals; shoe materials. E.S.B. 35987/66.
(195/66) Agency inquiry for consumer goods. E.S.B. 36146/66.
(195/66) Agency inquiry for stained glass. E.S.B. 35846/66.
(192/66) Inquiry for auditorium seating; construction material and equipment; gymnasium equipment; kitchen equipment; laboratory equipment; stage equipment. E.S.B. 19118/66.
(194/66) Inquiry for automotive parts and accessories; marine engine parts and accessories; servicing equipment. E.S.B. 36158/66.
(195/66) Inquiry for mohair products. E.S.B. 36562/66.
(195/66) Inquiry for soccer boots. E.S.B. 36522/66.
(195/66) Inquiry for steel coil. E.S.B. 36586/66.
(196/66) Inquiry in respect of power transmission equipment. E.S.B. 17522/66.

Vietnam
(196/66) Inquiry for radio and television receiving sets and kits. E.S.B. 36936/66.

Zambia
(194/66) Agency inquiry for consumer goods; educational supplies; foodstuffs; pharmaceuticals. E.S.B. 36832/66.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Buses for Afghanistan

Duple Motor Bodies Ltd. have won their first order from Afghanistan in over 40 years of export selling. The order, placed by Afghan Government Monopolies, is for five 51-seat service buses to operate in Kabul.

The buses, which are mounted on Bedford SB5 chassis, are described by the company as 'utilitarian and exceptionally robust in design to cope with road conditions in Afghanistan.' Delivery of the buses is scheduled to take place towards the end of this year.

Two orders for pre-stressing equipment

PSC Equipment Ltd., Iver, Bucks., which makes specialized equipment for the construction industry, announce two export orders. One is for £50,000 worth of pre-stressing equipment for three projects in the Indus Basin Irrigation Development Scheme in Pakistan. Another, worth £15,000 was received from a Yugoslav firm for use on the Falujah Bridge crossing the River Euphrates, just outside Baghdad. The order includes pre-stressing equipment and Tetron rubber bridge bearings, which is one of two types of bridge bearings manufactured solely by PSC.

Educational film contract

A valuable five-year contract for the distribution of 8 mm loop films by Encyclopaedia Britannica Films Inc. of the United States has been won by a British company, Eothen Films Ltd. of Boreham Wood, Herts. The contract, claimed to be the most comprehensive ever made with the United States for this class of work, calls for some 850 different films for educational purposes in industry, medicine, general education and recreational pursuits.

For Burmese road-building

Despite competition from 27 other countries, the Leicestershire engineering firm of Pegson Ltd., Coalville, has successfully landed an overseas contract worth £100,000. The order, placed by the Government of Burma, covers various mobile crushing and screening plants. The equipment will be used for processing stone on road-building projects and will be required to work in remote areas where reliability is of prime importance.

Food processing plant

A. Johnson & Company (London) Ltd. have signed a contract with V/O Technopromimport, Moscow, for the supply to the USSR of a number of complete plants for the manufacture of margarine, cooking fat and mayonnaise valued at about £3.2 million.

The plants are being designed and engineered by Johnsons based on the Votator continuous scraped surface heat exchange equipment manufactured at Johnsons' factory in Wokingham, Berkshire. Ancillary equipment will be manufactured by sub-contractors, mainly in the United Kingdom.

Bulkmobiles for East Germany

The first eight Bulkmobiles of a recent order for 50 such vehicles for East Germany have just been completed by The Duramin Engineering Co. Ltd., Ruislip, Middlesex. Obtained through the Leyland Group, this order followed the supply of 30 similar vehicles to East Germany last year. The Bulkmobiles, built on Albion Reiver chassis, are designed principally to carry animal feed stuffs, grain or similar bulk commodities.

Banknote counting machines

De La Rue Instruments Ltd. have received an order worth over $35,000 to supply 25 banknote counting machines to the Banque Nationale du Vietnam in Saigon.

De La Rue Instruments, who claim to be the world's leading manufacturers of currency counting machines, export over two-thirds of their equipment to some 90 countries.

Firm's biggest dollar deal

Clarkson (Engineers) Limited, Nuneaton, the milling cutter specialists, have completed their biggest ever dollar export deal, with De Vlieg Machine Company, of Detroit. The deal – a United States distribution agreement and a limited manufacturing licence, both for Clarkson products – is described as 'our greatest breakthrough in the United States market ever'. The distribution agreement has been launched with an immediate order from De Vlieg valued at $150,000.

Tractor shovels for world markets

Clark Equipment Limited, Camberley, announce export orders worth £820,000 for more than 100 Model 65 All Wheel Steer and 125 Michigan Series III tractor shovels, including many fitted with Perkins diesel engines. These machines have just been introduced to United Kingdom and world markets by Clark Equipment Limited. The orders were placed by distributors from Europe, the Middle East and South America who attended a working demonstration at Camberley.

Nuclear fuel for South Africa

A contract has been concluded between the South African Atomic Energy Board and the United Kingdom Atomic Energy Authority for the fabrication of nuclear fuel elements required for four years' operation of the Safari-1 materials testing reactor which is sited at Pelindaba, near Pretoria, South Africa. The fuel consists of plates of highly enriched uranium alloyed with aluminium and clad with aluminium. The fuel elements will be manufactured in the Authority's plant at Dounreay.

Forging press for American steelworks

Davy and United Engineering Company Limited of Sheffield and Glasgow, a member of the Davy-Ashmore Group, have been awarded a contract by Crucible Steel Company of America for the design and supply of a new 2,000 tons drawdown type forging press to be installed as the main unit of a new cogging forge at Crucible's Syracuse works in New York State.

The press will operate as a fully integrated forging plant under a system of electronic control which will include the system of press position control developed by Davy-United. It is claimed to have the power to handle the toughest foreseeable steel alloys and superalloys. Completion is estimated to be in mid 1968.

South African orders for SWS

Two orders, worth more than £30,000, have been received by South Wales Switchgear Limited from their South African subsidiary, South Wales Electric (Pty) Limited. The first is for an 11-panel 11kV single busbar switchboard to be installed at the Vanderbijlpark works of the South African Iron and Steel Corporation. The other order, placed on behalf of the South African Electricity Supply Commission, is for five 1500 MVA 33kV oil circuit breakers.

Tours bring orders

Three members of the firm of Fairview Caravans Ltd., Dovercourt, Harwich, are back from sales tours in Europe with orders for 210 caravans worth £163,000 and prospects of securing additional orders for their 1967 models within the next two months.

Guyana building contract

Taylor Woodrow International Ltd. has been awarded a £220,000 contract for the erection of a four-storey office building in Georgetown, Guyana, for the American Life Assurance Company (architects, W. H. Watkins & Partners, FRIBA, of Port of Spain, Trinidad).

All-weather landing equipment

The Department of Civil Aviation of Australia has placed an order worth £200,000 for a new British designed and manufactured instrument landing system introduced by Standard Telephones and Cables Ltd., London, that will enable suitably equipped aircraft to land safely in conditions of zero visibility. The equipment will be used at Sydney Airport and Melbourne's new Tullamarine Airport, now under construction.

More AEI locomotives

The Traction Division of Associated Electrical Industries Ltd. at Manchester has been awarded two contracts worth over £800,000 for the supply of ten 1200 hp 81-ton diesel-electric locomotives for Malawi Railways Ltd., and the Trans-Zambesia Railway Co. Ltd. – five for each company. They will be basically similar to the eight 'Zambesi' class locomotives supplied by AEI to the Malawi and Trans-Zambesia Railways in 1963. As with the Nigerian locomotives, they will be supplied with Sulzer diesel engines and the supply of mechanical parts will be sub-contracted to Metropolitan Cammell Ltd., Birmingham.

£2 million contract for Abu Dhabi

Hawker Siddeley Electric (Export) Ltd. have been awarded a contract worth nearly £2 million for power stations and equipment by the Electrical Department and Public Works of Abu Dhabi. It covers the supply of a 4.5 MW extension to the existing Abu Dhabi Power Station and a new 3 MW power station to be built at Buraimi.

Cladding for steelworks

The contract for the entire cladding and much of the roofing with Cellactite Permanent Protected Steel Sheeting, worth £250,000, for the new steelworks near Ghent being built by Siderurgie Maritime SA was secured by Cellactite (Europe) Limited (British Uralite Group) in the face of fierce local competition. A contract for a further £16,000 has now been received for roofing and cladding an additional building.

Orders for Redifon

A contract worth over £375,000 has been awarded to the Flight Simulator Division of Redifon Limited, Crawley. The order is for a second DC-9 digital simulator for Air Canada, and delivery is scheduled for September 1967. The original DC-9 digital simulator built by Redifon is now installed and in use for crew training at Air Canada's Training Base in Dorval, Montreal.

A £70,000 contract for re-equipping communications networks at Lungi Airport in Sierra Leone has also been secured by Redifon Limited. The order is for the supply of communications equipment and navigational aids for the airport, which is being developed to international standards by the Government of Sierra Leone.

New Zealand buy NCK-Rapier cranes

NCK-Rapier Ltd., Ipswich, recently shipped seven Rapier mobile cranes to New Zealand for the Wellington Harbour Board and have now received a further order for three more cranes – Rapier 4-Standard Mobiles. Also destined for New Zealand and at present being built at Ipswich are two NCK-Rapier 605 Diesel-driven crawler-mounted excavators of 1½ cubic yard capacity, weighing 47 tons each, and an NCK-Rapier Alpine crane. Two cranes of the new Andes type are also on order for New Zealand.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page 692 of September 16 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Power specialist tours Far East

MR. S. E. HOPKINS, a power specialist of Kent Controls Ltd. (George Kent Group) returned to Luton recently following a three-week business tour of Far East countries.

Mr. Hopkins discussed future power requirements with the electricity generating industry in both Singapore and Malaysia and inspected progress on the installation of Kent instrumentation and control equipment for the new Prai Power Station in Malaysia.

He then travelled to Japan where discussions were held with Japanese power plant manufacturers with regard to instrumentation requirements for power plant which they export.

'Most encouraging'

MR. KENNETH MILNER, overseas sales manager of Dale Electric (Yorkshire) Ltd., returned recently from a round-trip of African markets where he described prospects as 'most encouraging'. Subsequently, the company's managing director, Mr. L. H. Dale, left for Finland.

Seeking exhibition link-up

MR. R. LAWSON, principal of Reg Lawson & Co., and managing director of Filtech Exhibitions Ltd., with his wife and colleague has been touring the United States investigating Anglo-American markets.

Their busy three-week itinerary of visits ranged from Connecticut in the North to Louisiana in the South, involving meetings with State Departments, Consular Offices, trade associations, exhibition organizers and individual companies. It is anticipated that a new link-up and interchange of exhibitions and ancillary services will result.

To boost USA/Canada sales

MR. W. L. HEWITT, chairman and managing director of Homa Engineering Ltd., Cosby, Leics, left on September 20 for a sales tour in the USA and Canada lasting several weeks. He will visit Montreal, Toronto, Vancouver, Chicago and Los Angeles. The company are manufacturers of castors for mechanical handling appliances and equipment used in hospitals and the catering, building and other trades. More than half of the company's exports go to the USA and Canada. in spite of a 19 per cent import duty in the USA and Canadian import duties varying between 10-15 per cent.

'We plan to double our exports to the USA and Canada next year,' Mr. Hewitt says.

Second tour to sell new sealant

MR. R. M. BUSHBY, joint chairman of Uniscot C.M. Ltd., the company marketing Unilast, a new British high duty sealant, and chairman of Unibond Ltd., the manufacturers, is to visit Turkey, Lebanon, India, Thailand, Singapore, Australia, New Zealand and South Africa. Mr. Frank Thomson, the other joint chairman of Uniscot, has recently returned from a 25,000 mile tour of North and South America which is likely to result in substantial orders for the sealant. Unilast is claimed to have a commanding technical and price lead over other high duty sealants, and these overseas sales tours are part of a vigorous drive on world markets.

Three weeks in United States

MR. H. S. PAYMAN, managing director of B & R Relays Ltd., Harlow, has recently made a three-week visit to the United States to pursue his company's continuing policy of expansion. During his tour, Mr. Payman travelled from New York to the Western Seaboard, visiting American companies with which B & R Relays are associated. These include Adams and Westlake, of Elkhart, Indiana, the Allied Control Company, and The Gordos Corporation of the United States.

To boost central heating equipment sales

IN ORDER to carry out an appraisal of the fast growing Far Eastern market for domestic central heating equipment, Mr. N. H. Ward, managing director of Landon Kingsway Ltd., left London last month for a three weeks tour of Japan. Foreign central heating markets often differ widely, and the company attach great importance to the building up of first hand knowledge of specific problems. Mr. Ward's visit follows closely a recent order from Japan, and it is anticipated that substantial future orders will arise from the trip. Landon Kingsway are members of the Simms Group of Companies.

To visit six ME countries

Mr. J. C. Wilkins, sales manager of the Pump Division of Pegson Ltd. of Coalville (Leics.), a member of the Bentley Group, left for the Middle East on September 18 for a five week sales drive. Mr. Wilkins, only recently returned from a very busy trip to Europe where he was successful in obtaining large orders for Pegson marine pumps, will be concentrating on the company's wide range of general agricultural and contractors pumps, with particular emphasis on their applications for irrigation. In addition to visiting present and potential customers he will be meeting established distributors and appointing new ones in certain areas. He expects to visit at least six Middle East countries before he returns to this country on October 22.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page viii of October 7 issue.

To visit M. East contractors

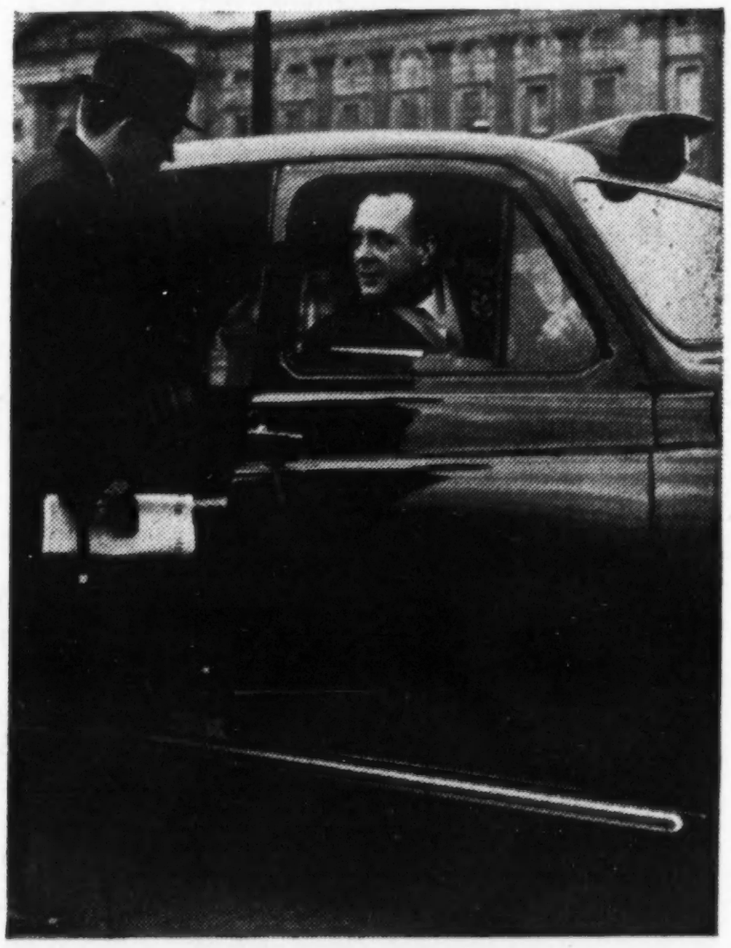
MR. M. H. VAN DIGGELEN, manager Export Division of Boulton Scaffolding Ltd., London, begins an extensive tour of the Middle East on October 16. Visiting distributors and contractors in Libya, Lebanon, Syria, Jordan, Bahrain, Kuwait, Iraq, Iran, Greece and Malta to discuss 1967 projects, Mr. van Diggelen will also interview prospective distributors in other countries in order to establish a distribution network in the Middle East.

Coleman director in W. Africa

MR. HAROLD YATES, export director of Coleman & Co. Ltd., Norwich, left London on October 3 for Bathurst, Gambia, on the first stage of a visit to West Africa, during which he will call on the company's agents and customers in Gambia, Sierra Leone, Liberia, Ghana and Nigeria.

Marketing policy discussions

MR. MICHAEL KING, sales director of Catesbys, London, flew to Malta on October 11 to see the prototypes of the first furniture manufactured in Malta to his company's designs. He will also discuss with his Maltese associates final marketing policy in Malta and Maltese exports to the North African territories. While in Malta, Mr. King will negotiate in detail four hotel projects. The projects involve interior design and furnishing, and include local manufacture and assembly of Catesbys' products as well as export from England.



Bert Burns, London taxi driver, went to Helsinki last month to participate in a British Store Promotion at Stockmanns. Mr. Burns has previously been on an 11,000 mile tour of North America for the British Travel Association, when he visited Montreal, Toronto, Vancouver, New York and San Franscisco.

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Up-to-date, on-the-spot information about business conditions and prospects in any region of Canada is readily available through our two London offices, at both of which you will find friendly and helpful service.

If you are thinking of setting up a branch of your business in Canada why not ask for a copy of our booklet "YOUR GUIDE TO ESTABLISHING A BUSINESS IN CANADA" or telephone and have a chat with one of our Business Development Officers at the Main London office.

Alternatively, if your interest is migration, ask for a copy of "CANADA TODAY".

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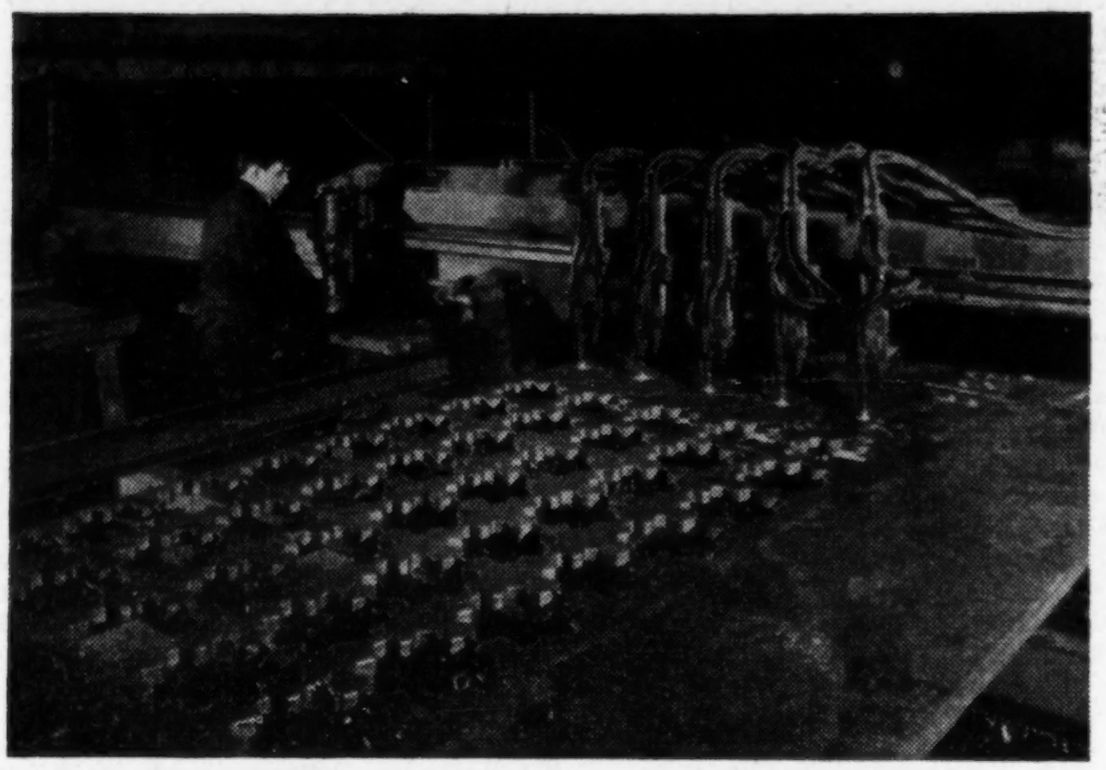
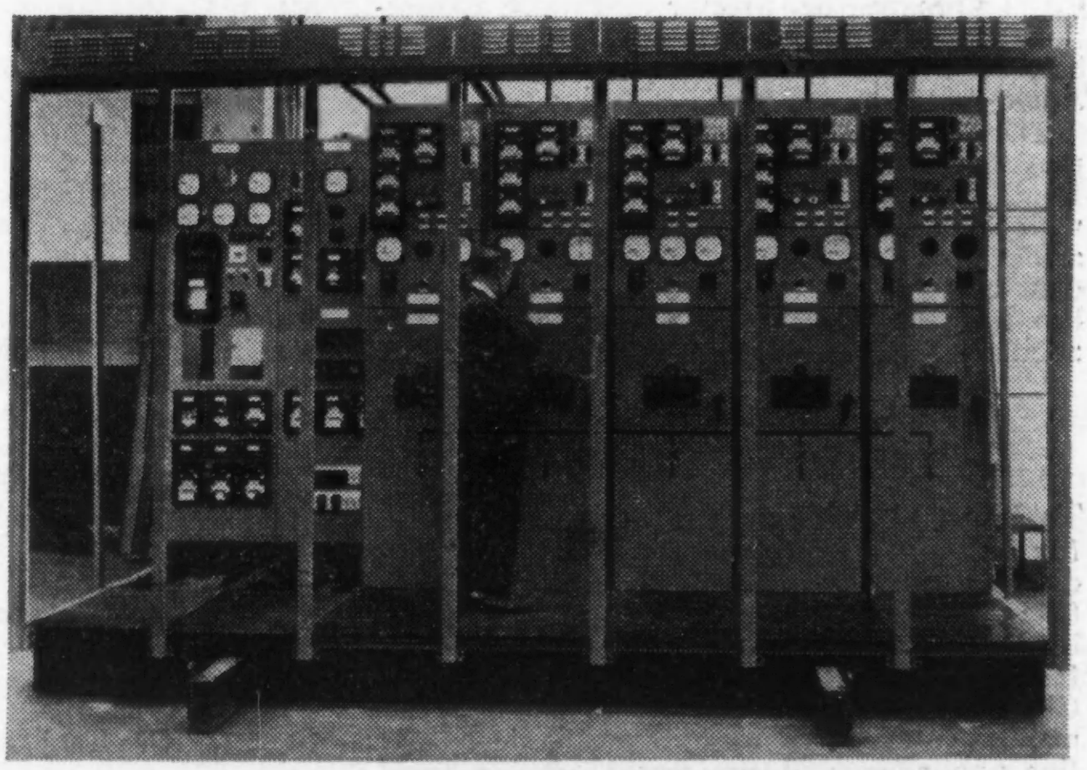


This Hancomatic oxy-cutting machine installed in the Rochester factory of Blaw Knox Ltd., deals with MS plate four inches thick with five burners cutting a pattern simultaneously. Blaw Knox claim that the saving in time and materials which these machines provide is helping to keep their export prices down.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.



An 11kV outdoor sub-station for the Metropolitan Electricity Authority, Bangkok, seen here under construction at the Liverpool works of English Electric. It consists of a five-panel 350MVA oil-break switchboard and (left) a two-panel metering and control board. After completing works tests, the whole assembly is crated and shipped as one unit.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

'Made in Canada' ruling

THE FOLLOWING is a list of acids, chemicals and drugs which are at present considered to be 'made in Canada' in connection with the administration of tariff item 21600-1 and 20839-1:

Acetaldehyde
Acetaldol
Acetaminophen (para-acetaminophenol)
Acetonitrile
Acetylated castor oil (glyceryl tri-(12-acetylricinoleate)
Acetylene
Acid, adipic
Acid, ascorbic (vitamin C)
Acid, benzoic
Acid, carbolic (phenol)
Acid, castor fatty
Acid, citric
Acid, cocoanut fatty (lauric) crude
Acid, corn fatty
Acid, cotton seed fatty
Acid, cresylic
Acid, dehydrocholic and sodium salt of
Acid, desoxycholic (deoxycholic)
Acid, 2, 4-dichlorophenoxyacetic
Acid, di-iodo-stearic
Acid, dodecyl benzene sulphonic
Acid, fluoboric
Acid, glutamic
Acid, hydrochloric anhydrous (hydrogen chloride)
Acid, hydrofluoric anhydrous (hydrogen fluoride)
Acid, hydrofluoric aqueous (hydrogen fluoride)
Acid, lauric (cocoanut fatty acid) crude
Acid, linseed oil fatty
Acid, naphthenic
Acid, nitric commercial and C.P. grades
Acid, oleic
Acid, palm fatty
Acid, phenol sulphonic
Acid, soya fatty
Acid, 2, 4, 5 trichlorophenoxy acetic
Acrylonitrile (propenenitrile; vinyl cyanide)
ACTH (adrenocorticotrop (h) in)
Activated 7-dehydro-cholesterol (vitamin D_3)
Adermine hydrochloride (vitamin B_6 hydrochloride)
Adipic acid-butylene glycol polyesters
Adipic acid-propylene glycol polyesters
Adiponitrile
Aliphatic polyoxypropylene polyoxyethylene triols
Aliphatic polyoxypropylene triols
Alkyl phenoxy polyoxethene ethanols (when for use other than in the production of foodstuffs, drugs or pharmaceuticals for human consumption)
Aloin
Alpha methyl styrene
Aluminum glycinate, basic (dihydroxy-aluminum aminoacetate)
Aluminum octoate
Aluminum stearate
Aminobenzene (aniline oil)
Ammonia, anhydrous
Ammonia, aqua (ammonium hydroxide; ammonium hydrate)
Ammonia, C.P.
Ammoniformaldehyde (hexamine; hexamethyleneamine; methenamine; hexamethylenetetramine)
Ammonium acetate
Ammonium acetate solutions
Ammonium dodecyl benzene sulphonate
Ammonium hydrate (ammonium hydroxide; ammonium aqua)
Ammonium hydroxide (ammonium aqua; ammonium hydrate)
Ammonium lauryl ether sulphate
Ammonium lauryl sulphate
Ammonium xylene sulphonate
Aniline oil (aminobenzene, phenylamine)
Apiol green
Argon gas
Barium stearate
Benzoic acid, technical
Benzothiazyl disulfide
Benzoyl peroxide
Bile salts
Bismuth carbonate
Bismuth gallate
Bismuth oxychloride
Bismuth salicylate
Bismuth subcarbonate
Bismuth subgallate
Bismuth subnitrate
Bismuth subsalicylate
Bisphenol A (para, para'-isopropylidene-diphenol)
Butadiene (butadiene-1, 3; vinylethylene; erythene; bivinyl; divinyl B)
Butanal (butyl aldehyde; butyric aldehyde; normal butyraldehyde)
Butyl acetate, normal
Butyl aldehyde (butanal; butyric aldehyde; normal (butyraldehyde)
Butyl epoxy tallate
Butyl octyl phthalate
Butyl oleate
Butyl stearate
Butylated hydroxy toluene (2, 6-Di-tertiary-butyl-4 methyl phenol; di-butyl para cresol)
Butyraldehyde – Aniline, reaction product
Butyric aldehyde (butyl aldehyde; butanal; normal butyraldehyde)

Cadmium
Calcium carbide
Calcium iodate
Calcium linoleate
Calcium pantothenate
Calcium propionate
Calcium stearate
Capryl epoxy tallate
Carbon dioxide
Carbon tetrachloride (A.R. (ACS) grade not made)
Castor fatty acid
Cetyl sulphate
Chloramphenicol
Chloramphenicol palmitate
Chlorine, liquid and gas
Chloroethane (ethyl chloride)
Chlorpromazine hydrochloride
Chlorpropamide
Chlortetracycline
Chromic acid (chromium trioxide; chromic anhydride)
Chymotrypsin
Cobalt linoleate
Cobalt naphthenate
Cobalt nitrate (A.R. grade not made)
Coco acid diethanolamide (lauric myristic diethanolamide)
Coco 1, 3 prophylene diamine
Cocoanut fatty acid monoethanolamide
Colloidal silica
Copper naphthenate
Cresol, B.P. and U.S.P.
Cresol, ortho
Crotonaldehyde
Cumene hydroperoxide
Cupric fluoborate
Cyanuramide (2, 4, 6-triamino-symtriazine; melamine)
Cyclohexanol (hexahydrophenol)
Cyclopropane, for anaesthetic purposes

Di (n-octyl, n-decyl) phthalate (DNODP)
Di (n-octyl, n-decyl) adipate (DNODA)
Dibasic lead phosphite
Dibasic lead phthalate
Dibutyl fumarate
Dibutyl maleate
Dibutyl phthalate
Dibutyl sebacate
Di-butyl para cresol (2, 6-di-tertiary-butyl-4 methyl phenol; butylated hydroxy toluene)
Dicapryl phthalate
Dichloroethyl ether
Dichlorodifluoromethane
1, 4-Dichlorobenzene (paradichlorobenzene)
2, 4-Dichlorophenol
Dichlorotetrafluoroethane
Diethanolamine
Diethyl toluamide (N, N-diethyl-m-toluamide)
Diethylaluminum chloride
Diethylene glycol
Diethylene glycol monobutyl ether
Diethylene glycol monoethyl ether
Diethylene glycol monomethyl ether
Dihydroxy-aluminum aminoacetate (aluminum glycinate, basic)
Di-2-ethylhexyl adipate (dioctyl adipate)
Di-2-ethyl hexyl phthalate (dioctyl phthalate)
Di-cyclo hexyl phthalate
1, 2-Dihydropyridazine-3-6-dione (maleic hydrazide)
Di-isodecyl ('di-decyl') adipate (not including n-decyl adipate)
Di-isodecyl (di-decyl') phthalate (not including n-decyl phthalate)
Di-isooctyl adipate
Di-isooctyl phthalate
Dimethoxy ethyl phthalate
Dimethylchlortetracycline
Dimethylphenol (xylenol)
Di-methyl cyclo hexyl phthalate
Dioctyl adipate (di-2-ethylhexyl adipate)
Dioctyl azelate
Dioctyl diglycollate
Dioctyl phthalate (di-2-ethyl hexyl phthalate)
Dioctyl sebacate
Dipentaerythritol
Diphenylamine (phenylaniline)
Diphenylamine – Acetone, reaction product in liquid or paste form
Diphenylamine – Diisobutylene, reaction product
Diphenylamine – Tripropylene, reaction product
2, 6-Di-tertiary-butyl-4-methyl phenol (butylated hydroxy toluene; di-butyl para cresol)
1, 4-Diphenylbenzene (para-terphenyl) (scintillation grade)
Diphenylpyraline hydrochloride
Dipropylene glycol
Di-tertiary-butyl peroxide
Ditridecyl phthalate
Divinyl B (butadiene-1, 3; vinylethylene; erythene; bivinyl; butadiene)
Dodecyl benzene sulphonic acid

Erythene (butadiene-1, 3; vinylethylene; bivinyl; divinyl B; butadiene)
Ethoxy triglycol (triethylene glycol monoethyl ether)
Ethyl acetate
Ethylaluminum sesquichloride
Ethyl chloride (chloroethane)
Ethylene dichloride
Ethylene diamine tetra acetic acid and the sodium salts thereof
Ethylene glycol monobutyl ether
Ethylene glycol monoethyl ether
Ethylene glycol monomethyl ether
Ethylene oxide
2-Ethylhexanol (2-ethylhexyl alcohol, octanol, octyl alcohol)
2-Ethylhexyl epoxy tallate
2-Ethyl 3-propyl acrolein
Extract, aconite
Extract, artichoke
Extract, balm of gilead
Extract, belladonna
Extract, black haw
Extract, boldu
Extract, buchu
Extract, cascara sagrada
Extract, cherry bark, wild
Extract, colchicum corms and seed
Extract, colocynth compound
Extract, ergot
Extract, fenugreek
Extract, gentian
Extract, golden seal
Extract, hawthorn berries
Extract, henbane
Extract, jalap resin
Extract, juniper berries
Extract, kola nuts
Extract, mandrake
Extract, passion flower
Extract, pituitary body, posterior lobe
Extract, podophyllin
Extract, rhubarb
Extract, senaga
Extract, valerian
Extract, wild cherry bark

Ferrous fumarate
Ferrous sulphate exiccated USP
Furazolidone (N-(5-nitro-2-furfurylidene-3-amino-2-oxazolidone))

Glycerine (A.R. grade not made)
Glycerol sorbitan laurate
Glyceryl guaiacolate
Glyceryl triacetate (triacetin)
Glyceryl tri-(12-acetylricinoleate) (acetylated castor oil)
Gold chloride
Gold sodium cyanide

Helium gas
Heparin, sodium
Hexabione hydrochloride (vitamin B_6 hydrochloride)
Hexahydrocresol (hexahydromethyl phenol; methylcyclohexanol)
Hexahydromethyl phenol (hexahydrocresol; methylcyclohexanol)
Hexahydrophenol (cyclohexanol)
Hexamethylene diamine
Hexamethylenediammonium adipate
Hexamethylenetetramine (ammonioformaldehyde; hexamine; hexamethyleneamine; methenamine)
Hexylene glycol (4-methyl-2, 4-pentanediol)
Hydrogen
Hydrogen chloride anhydrous
Hydrogen fluoride anhydrous
Hydrogen fluoride aqueous
Hydrogenated tallow amide (stearyl amide; octadecanamide)
12-Hydroxy stearic acid

Iodine resublimed
Isobutyl acetate
Isodecyl epoxy tallate
Isooctyl epoxy tallate
Isophorone

CANADA, *continued*

Japan resin

Lactose
Lauric diethanolamide
Lauric myristic diethanolamide (coco acid diethanolamide)
Lauroyl peroxide
Lauryl isopropanolamide
Lead fluoborate
Lead formate
Lean linoleate
Lead naphthenate
Lead silicate, basic
Lead stearate (not including dibasic)

Magnesium stearate
Magnesium sulfate dried pure powder
Maleic anhydride
Maleic hydrazide (1, 2-dihydropyridazine-3-6-dione)
Manganese iodide
Manganese linoleate
Manganese naphthenate
Melamine (cyanuramide; 2, 4, 6-triamino-sym-triazine)
Menadione sodium bisulfite
Meprobamate (2-methyl-2-*n*-propyl-1, 3-propanediol dicarbamate)
Mercapto benzo thiazole
Mercapto benzothiazole, zinc salt of
Mercury bichloride
Mercury chloride (ic) (corrosive sublimate) (A.G. grade not made)
Methenamine (ammonioformaldehyde; hexamine; hexomethyleneamine; hexamethylenetetramine)
Methenamine mandelate
Methocarbamol
Methyl amyl acetate (methyl isobutyl carbinol acetate)
Methyl amyl alcohol (methyl isobutyl carbinol)
Methyl chloride
Methylchloroform (1, 1, 1, trichloroethane)
Methylcyclohexanol (hexahydromethyl phenol; hexahydrocresol)
Methylene chloride
Methyl isobutyl carbinol (methyl amyl alcohol)
Methyl isobutyl carbinol acetate (methyl amyl acetate)
Methyl isobutyl ketone
2-Methyl 2-n-propyl-1, 3-propanediol
2-Methyl-2-n-propyl-1, 3-propanediol dicarbamate (meprobamate)
4-Methyl-2, 4-pentanediol (hexylene glycol)
Methyl ricinoleate
Methyl tallowate
Milk magnesia
Milk sugar
Monochlorodifluoromethane
Monoethanolamine
Monoethylene glycol
Monomeric vinyl chloride
Monosodium glutamate
Morpholine

N-(5-nitro-2-furfurylidene-3-amino-2-oxazolidone) (furazolidone)
N, N-diethyl-m-toluamide (diethyl toluamide)
NN Diphenyl-p-phenylenediamine
Nickel ammonium sulphate, technical or commercial grade
Nickel sulphate, technical or commercial grade
Nitrobenzene (nitrobenzol, oil of mirbane)
Nitrogen
Nitrous oxide gas
Nonyl epoxy tallate
Nonyl phenol
N-Cyclohexyl-2-benzothiazole sulfenamide
N-iso-propyl-N'-phenyl-para-phenylenediamine
N, N'-di-isopropyl-p-phenylenediamine
N, N'-di-sec-butyl-p-phenylenediamine
N-Nitrosodiphenylamine
N-Propyl acetate
N-Propyl alcohol (propanol)
N-sec. butyl N' phenyl p-phenylene diamine
N-(1, 3 di methyl butyl)N'phenyl p-phenylene diamine
Normal butyraldehyde (butyl aldehyde; butanal; butyric aldehyde)

Octodecanamide (hydrogenated tallow amide; stearyl amide)
9-Octodecenomide (oleyl amide)
Octyl alcohol (2-ethylhexanol, octonol)
Oleoresin capsicum
Oleoresin malefern
Oleoresin pepper
Oleyl amide (9-octadecenamide)
Oxygen

Pancreatin
Para-acetaminophenol (acetaminophen)
Paradichlorobenzene (1, 4-dichlorobenzene)
Paraldehyde
Para, para-isopropylidenediphenol (Bisphenol A)
Para-phenetidin – Acetone, reaction product
PBD (2-phenyl-5-(4-biphenylyl)-1, 3, 4-oxadiozole
Penicillin
Pentachlorophenol
Pentaerythritol
Pepsin
Perchlorethylene (tetrachlorethylene)
Phenol (acid carbolic)
Phenylamine (aniline oil)
Phenylaniline (diphenylamine)
Phenyl-beta-naphthylamine
Phenylazo-diamino-pyridine hydrochloride (pyridium)
Phthalic anhydride
Piperazine phosphate
Polyethylene glycols
Polyethylene polypropylene glycols monobutyl ethers
†Poly oxyethylated fatty acid
†Poly oxyethylated fatty alcohols
†Poly oxyethylated tall oils
†Poly oxyethylated vegetable oils
Polyoxypropylene glycols
Polyoxypropylene polyoxyethylene triols, aliphatic
Polyoxypropylene triols, aliphatic
Polypropylene glycols mono-butyl ethers
Polypropylene polyethylene glycols
POPOP (1, 4-Di-(2-(5-phenyloxazolyl)-benzene))
Potassium acetate
Potassium amyl xanthate
Potassium citrate
Potassium ethyl xanthate
Potassium fluoborate
Potassium iodide
Potassium isopropyl xanthate
Potassium sulphate (not crude)
Potassium tartrate neutral (A.R. grade not made)
Potassium titanium fluoride
Potassium toluene sulphonate
PPO (2, 5-diphenyloxazole)
Primary coco amine
Primary hydrogenated tallow amine
Primary hydrogenated tallow amine acetate
Primary tallow amine
Primary tallow amine acetate
Promazine hydrochloride
Propanol (n-propyl alcohol)
Propenenitrile (vinyl cyanide; acrylonitrile)
Propyl gallate
Propylene glycol
Propylene oxide
Para-Terphenyl (1, 4-Diphenylbenzene) (scintillation grade)
Pyridium (phenylazo-diamino-pyridine hydrochloride)
Pyridoxine hydrochloride (vitamin B_6 hydrochloride)

Rutin

Secondary di-hydrogenated tallow amine
Selenium
Selenium diethyl dithiocarbamate
Silicon metal (except for use in the manufacture of safety fuses)
Silver bromide
Silver chloride
Silver cyanide
Silver iodide
Silver nitrate
Sodium acetate
Sodium acid pyrophosphate
Sodium aluminate, liquid
Sodium ascorbate
Sodium azide
Sodium benzoate
Sodium carbonate, reagent anhydrous granular ACS, anhydrous purified powder
Sodium carboxymethyl cellulose (sodium cellulose glycolate)
Sodium cellulose glycolate (sodium carboxymethyl cellulose)
Sodium citrate
Sodium diethyl dithiocarbamate
Sodium dimethyldithiocarbamate
Sodium dodecyl benzene sulphonate
Sodium fluoborate
Sodium heparin
Sodium hexamethaphosphate (sodium metaphosphate)
Sodium hypochlorite
Sodium hyposulphite (thiosulphate) (anhydrous grade not made)
Sodium iodide
Sodium isopropyl xanthate
Sodium lauryl ether sulphate
Sodium lauryl sulphate (pharmacopoeia grades not made)
Sodium metaphosphate (sodium hexametaphosphate)
Sodium methyloleyltaurate
Sodium pentachlorophenate
Sodium phosphate, tribasic, commercial grade
Sodium propionate
Sodium pyrophosphate (A.R., C.P., and U.S.P. grades not made)
Sodium toluene sulphonate
Sodium sulphate, C.P.; N.F.; anhydrous low nitrogen
Sodium tripolyphosphate
Sodium xylene sulphonate
Sorbitan monolaurate
Sorbitan monooleate
Sorbitan monopalmitate
Sorbitan monostearate
Sorbitan sesquioleate
Sorbitan trioleate
Sorbitol solutions
Soya bean oil, epoxidized
Stannous 2-ethylhexoate (stannous octoate; tin octoate)
Stannous fluoborate
Stannous octoate (stannous 2-ethylhexoate; tin octoate)
Stearyl amide (hydrogenated tallow amide; octadecanamide)
Stearyl sulphate
Styrene monomer
Sulfadiazine
Sulphur dioxide
Tallow 1,3 propylene diamine
Tallow 1, 3 propylene diamine di-acetate
Tallow 1, 3 propylene diamine di-oleate
Tellurium
Tert-Butyl hydroperoxide
Tert-Butyl perbenzoate
Tetrachloroethylene (perchlorethylene)
Tetracycline
Tetra ethyl thiuram disulfide
Tetramethylthiuramdisulphide
Tetramethylthiurammonosulphide
Thiosulphate (sodium hyposulphite) (anhydrous grade not made)
Thorium oxide (thorium dioxide; thorium anhydride; thoria)
Tin octoate (stannous octoate; stannous 2-ethylhexoate)
Tolylene (toluene) diisocyanate (not less than 80% distillable)
Triacetin (glyceryl triacetate)
Triamcinolone
2, 4, 6-Triamino-sym-triazine (cyanuramide; melamine)
Tribasic lead sulphate
Trichlorethylene, technical grade
1, 1, 1, trichloroethane (methylchloroform)
Trichloromonofluoromethane
2, 4, 5 Trichlorophenoxy acetic acid
Trichlorotrifluoroethane
Triethanolamine
Triethanolamine dodecyl benzene sulphonate
Triethanolamine lauryl sulphate
Triethylaluminum
Triethylene glycol
Triethylene glycol monobutyl ether
Triethylene glycol monoethyl ether (ethoxy triglycol)
Triethylene glycol monomethyl ether
Triisobutylaluminum
Tripentaerythritol
Tri (alkylated phenyl) phosphite
Trypsin

Urea

Vanillin
Vinyl acetate
Vinyl chloride monomer
Vinyl cyanide (propenenitrile; acrylonitrile)
Vinylethylene (butadiene-1, 3; erythene; bivinyl; divinyl B; butadiene)
Vitamin A acetate
Vitamin A palmitate
Vitamin B_6 hydrochloride (pyridoxine hydrochloride; hexabione hydrochloride; adermine hydrochloride)
Vitamin B_{12} crystalline
Vitamin C (ascorbic acid)
Vitamin D_2 (activated 7-dehydro-cholesterol)

Warfarin

Xylenol (dimethylphenol)

Zinc ammonium chloride
Zinc dibutyl dithiocarbamate
Zinc diethyl dithiocarbamate
Zinc dimethyl dithiocarbamate
Zinc laurate
Zinc naphthenate
Zinc stearate

†When for use other than in the production of foodstuffs, drugs or pharmaceuticals for human consumption.
‡When for use other than in the production of food products for human consumption.

This information is contained in Canadian Department of National Revenue Memorandum Series D51-33 dated September 16, 1966.

Note: There are other acids, chemicals and drugs specifically provided for in the Tariff under other items which are not included in this list.

UNITED STATES

Tariff Commission valuation study hearing

THE TARIFF COMMISSION will open public hearings in Washington beginning November 1, 1966, in connection with the investigation it is conducting pursuant to a resolution of the Senate Committee on Finance. This resolution directed the Commission to investigate the valuation laws of the United States and of its principal trading partners and to submit a preliminary report setting out (a) a description of the methods of valuation used by the United States and of the principal trading partners of the United States and (b) a comparative analysis of the basic differences between such methods of valuation and the valuation results they produce. This report was submitted July 16, 1966, and copies are available in the Commission. The resolution also directed the Commission to make a final report not later than February 28, 1967, which is to include suggestions and recommendations for improvement of the customs valuation laws of the United States, including the Commission's views as to the feasibility and desirability of adopting the Brussels definition of value for customs purposes and as to appropriate means for adopting such definition of value with the least practicable effect on trade.

Interested parties wishing to present their views at the hearing must notify the Secretary of the Commission in writing at least five days in advance of the date set for the hearing, with an indication of the approximate time needed for the oral presentation. The Commission will also give full consideration to written statements submitted by the date of adjournment of the hearings.

In their oral or written statements, interested parties are invited to submit views regarding the need, if any, for changes in Sections 402 and 402a of the Tariff Act for the purpose of determining the dutiable value of articles subject to *ad valorem* rates of duty. In addition, they may submit views on collecting statistical data on

imports, and on changes in the provisions of law for administering the United States system of valuation.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

Vehicle seat suspension systems

IN A NOTICE in the *Board of Trade Journal* of March 25, 1966, details were given of an inquiry by the United States Tariff Commission into a complaint alleging unfair methods of competition and unfair acts in the importation and sale of certain vehicle seat suspension systems.

After a preliminary inquiry the Tariff Commission, on September 22, 1966, dismissed the complaint.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397.)

For further information regarding United States import licensing regulations see page 990.

COSTA RICA

Consumption tax increase on tyres and tubes

HM EMBASSY in San Jose report that by Decree No. 33 published in the Costa Rican *Official Gazette* No. 196 of September 1, 1966, and effective from the same date, the consumption tax for tyres and tubes has been increased.

Rims	Size	Description	Tax per tyre Colones	Tax per tube Colones
12 in.	520–615	Tyres and tubes for motor cars . .	30·00	4·00
13 in.	520–650		35·00	5·00
	670–725		45·00	5·00
14 in.	520–650		35·00	6·00
	695–825		50·00	7·00
15 in.	500–650		40·00	6·00
	670–900		55·00	7·00
15 in.	700–750	Tyres and tubes for pick-ups, jeeps .	20·00	4·00
16 in.	600–650		20·00	4·00
16 in.	700–750		25·00	4·00
17 in.	700–750		30·00	5·00
18 in.	700–750		35·00	5·00
20 in.	700–825	Tyres and tubes for lorries . . .	40·00	7·00
20 in.	900–1000		50·00	8·00
20 in.	1100–1200		60·00	9·00
22 in.	1000–1100		70·00	10·00

PANAMA

Restricted imports

HM EMBASSY in Panama City report that the following has been added to the list of restricted products:

Prefabricated metal roof frames.

The quota for this product has been fixed at 25 per cent of the average imports for 1964 and 1965.

HM Embassy in Panama report that the following item has been removed from the restricted list:

Paints.

BRAZIL

Exchange control

HM EMBASSY at Rio de Janeiro has reported that the procedure for the closing of foreign exchange contracts for imports into Brazil has been modified by Central Bank Resolution No. 35 of September 17.

Under this resolution importers of goods in the General Category no longer have to sign a contract for the purchase of foreign exchange when an order is placed. Exchange can now be closed when the goods arrive in Brazil. The exchange cover certificate has been abolished, and for the purposes of the consular visa and customs clearance the Foreign Trade Department of the Bank of Brazil (CACEX) will issue an import voucher similar to the exchange cover certificate. The import voucher will have a maximum validity of 120 days and the goods to which the voucher refer must be shipped within this period.

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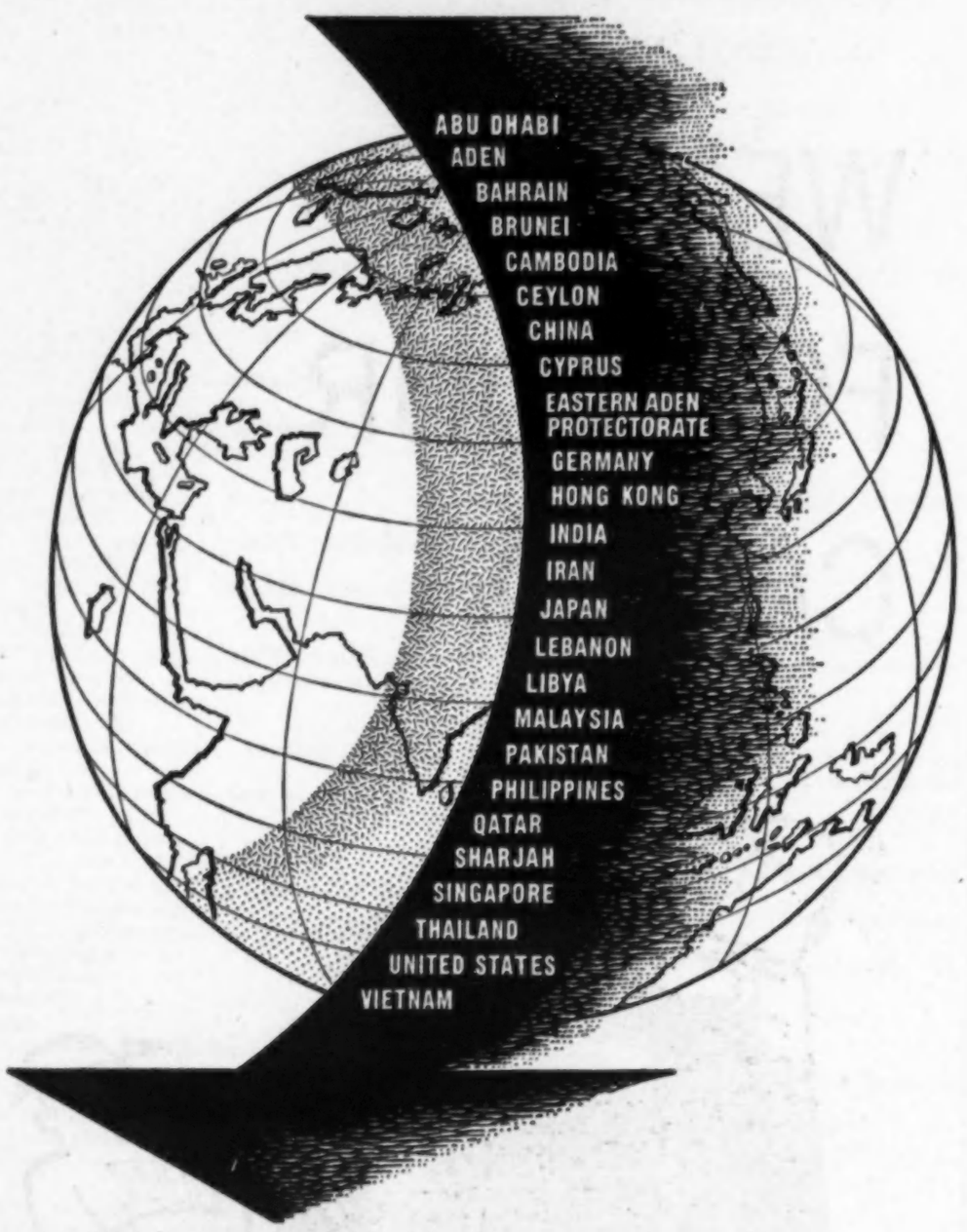

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THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

ARGENTINA

Samples and trade literature

THE BRITISH EMBASSY at Buenos Aires has drawn attention to the difficulties that arise when British firms send samples or trade literature to them addressed to the Minister (Commercial) either by name or title. Firms are asked to take particular care to address these packages to 'The Commercial Department' and not to any individual Embassy official by name or title.

Firms should note also that the Argentinian Customs authorities are rigorous in the levying of Customs duties on all goods entering Argentina, including small parcels of goods (such as samples) and trade literature in any quantity. Parcels or small packages addressed to the British Embassy are subject to the normal Customs procedures, and it must be taken for granted that duties will be payable and that these may well be heavy. Firms sending samples or trade literature to the Embassy must be prepared to refund any duties or other charges incurred in clearing the packages through the Customs, failing which the Embassy will be unable to accept delivery and the packages will be returned to the senders by the Argentinian Customs authorities.

The green customs declaration label need only be used where the articles are subject to customs duty on entry into Argentina. Samples of no commercial value and small consignments of trade literature are not subject to customs duty and should not bear the green customs label.

ECUADOR

Changes in import regulations

IT HAS BEEN REPORTED by HM Embassy at Quito that the Ecuadorian Monetary Board has decided that as from September 21, 1966, all imports, whether to be paid for from exchange provided by the Central Bank or not, will be subject to the prior deposits established on March 2, 1966 (see *Board of Trade Journal* dated April 8, 1966, page 812). The only exception will be in the case of imports under List I purchased on credit of at least one year.

Although imports which are to be paid for from 'free' foreign exchange (i.e. not provided by the Central Bank) will now have to pay the prior deposit, they will still not have to pay the surcharges introduced at the end of May (see *Board of Trade Journal* dated July 15, 1966, page 186) which only apply to goods to be paid for from exchange provided by the Central Bank.

THAILAND

Customs tariff

THE Government of Thailand has announced the following amendments to the customs tariff. These changes came into effect on September 20, 1966:

Item No.	Classification	Rate of Duty		
		Ad val. Per cent	Specific Duty	
			Unit	Rate Per Unit Baht
02.01	Meat and edible offals of the animals falling within heading Nos. 01.01, 01.02, 01.03 or 01.04, fresh, chilled or frozen	—	Kg.	25·00
02.02	Dead poultry, fresh, chilled or frozen and edible offals thereof, except liver	—	Kg.	25·00
02.04	Other meat and edible meat offals, fresh, chilled or frozen	—	Kg.	25·00
02.05	Unrendered pig fat free of lean meat and unrendered poultry fat, fresh, chilled, frozen, salted, in brine, dried or smoked	—	Kg.	25·00
08.01	Dates, bananas, coconuts, Brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh and dried, shelled or not:			
	(a) Coconuts	—	Hundred	40·00
	(b) Other	—	Kg.	20·00
08.02	Citrus fruit, fresh and dried	—	Kg.	20·00
08.03	Figs, fresh or dried	—	Kg.	20·00
08.04	Grapes, fresh or dried:			
	(a) Fresh	—	Kg.	40·00
	(b) Dried	—	Kg.	20·00
08.05	Nuts other than those falling within heading No. 08.01, fresh or dried, shelled or not:			
	(a) Betel nuts	—	Kg.	1·00
	(b) Other	—	Kg.	20·00

Item No.	Classification	Rate of Duty		
		Ad val. Per cent	Specific Duty	
			Unit	Rate Per Unit Baht
08.09	Other fruits, fresh	—	Kg.	20·00
08.13	Peel of melons and citrus fruit, fresh, frozen, dried, or provisionally preserved for transportation in brine, in sulphur water or in other preservative solutions	60	Kg.	20·00
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:			
	(a) Olive oil	—	Litre	5·50
	(b) Linseed oil	—	Litre	1·65
	(c) Groundnut oil, soya-bean oil, palm oil, and coconut oil	—	Litre	2·00
	(d) Other:			
	1. Edible	25	Litre	4·40
	2. Other	25	Litre	0·66
36.06	Matches (excluding Bengal matches)	50	Kg.	30·00
44.28	Other articles of wood:			
	(a) Toothpicks	—	Kg.	75·00
	(b) Other	30	—	—
46.02	Plaiting materials bound together in parallel strands or woven, in sheet form, including matting, mats and screens; straw envelopes for bottles:			
	(a) Mats, matting	80	Kg.	40·00
	(b) Other	60	Kg.	20·00
46.03	Basketwork, wickerwork and other articles of plaiting materials, made directly to shape; articles made up from goods falling within heading No. 46.01 or 46.02; articles of loofah:			
	(a) Rushes bags and similar bags	—	Each	0·50
	(b) Other	60	Kg.	20·00
48.16	Boxes, bags and other packing containers, of paper or paperboard	30	Kg.	1·50
64.04	Footwear with outer soles of other materials:			
	(a) Outer soles made of plaiting materials	30	Pair	15·00
	(b) Other	30	—	—
65.04	Hats and other headgear, plaited or made from plaited or other strips of any materials, whether or not lined or trimmed:			
	(a) Made of bamboo	30	Each	5·50
	(b) Other	30	—	—
67.05	Fans and hand screens, non-mechanical, of any material; frames and handles thereof and parts of such frames and handles, of any material:			
	(a) Fans	30	Each	1·00
	(b) Other	30	—	—
68.04	Millstones, grindstones, grinding wheels and the like (including grinding, sharpening, polishing, trueing and cutting wheels, hands, disc and points) of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery, with or without cores, shanks, sockets, axles and the like of other materials, but not mounted on frameworks; segments and other finished parts of such stones and wheels, of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery:			
	(1) Mills	30	Kg.	3·00
	(2) Other	30	—	—
68.16	Articles of stone or of other mineral substances (including articles of peat), not elsewhere specified or included:			
	(a) Mortars and pestles	30	Kg.	10·00
	(b) Other	30	—	—
73.17	Tubes and pipes, of cast iron	30	Kg.	1·00
73.18	Tubes and pipes and blanks thereof, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits:			
	(a) Blanks for tubes and pipes	—	Kg.	0·30
	(b) Other	30	Kg.	1·00
73.19	High-pressure hydro-electric conduits of steel, whether or not reinforced	30	Kg.	1·00
73.20	Tubes and pipe fittings (for example, joints, elbows, unions and flanges), of iron or steel	30	Kg.	1·00
73.38	Articles of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use, and parts of such articles and ware, of iron or steel:			
	(a) Baskets, sieves, or similar articles made of iron or steel covered with plastic materials	60	—	—
	(b) Other	30	—	—
74.18	Other articles of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use, and parts of such articles and ware, of copper	30	—	—

JAPAN

Liberalization of imports

THE JAPANESE GOVERNMENT have announced that from October 1, 1966, further additions have been made to the commodities for which import licences are freely issued. They are as follows:

Tariff No.	Description
ex 2944-1	Penicillin.
8103-3	Tantalum and articles thereof.
8406-1-(3)	Outboard motors with a rating of 20 hp or more but less than 25 hp.

In the case of outboard motors the announcement means that those with a rating of not less than 10 hp but less than 20 hp remain unchanged in the negative list.

Inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 or 461).

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AUSTRALIA

Details of tariff changes

DETAILS are given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which come into effect on September 30, 1966. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
09.01	Coffee, whether or not roasted or freed of caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportion:				
09.01.1	Raw coffee, including such coffee simply kiln dried:				
09.01.120	[As prescribed by by-law for the purposes of this paragraph]	$0·025 per lb.	$0·025 per lb.	$0·042 per lb. (Under new item 09.01.190)	$0·042 per lb.
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:				
15.07.5	Castor oil; linseed oil:				
15.07.52	Linseed oil:				
15.07.529	Other	$0·45 per gal. and 0·8% of the product of the value of the goods and a number equal to the number of cents by which the f.o.b. price per gal. is less than $1	$0·45 per gal. and 0·8% of the product of the value of the goods and a number equal to the number of cents by which the f.o.b. price per gal. is less than $1	$0·45 per gal. and 0·8% for each cent by which the f.o.b. price per gal. is less than $1	$0·45 per gal. and 0·8% for each cent by which the f.o.b. price per gal. is less than $1
15.08	Animal and vegetable oils, boiled, oxidized, dehydrated, sulphurized, blown or polymerized by heat in vacuum or in inert gas, or otherwise modified:				
15.08.1	Linseed oil, boiled, oxidized, blown, polymerized, isomerized or containing added driers:				
15.08.190	Other.	$0·45 per gal. and 0·8% of the product of the value of the goods and a number equal to the number of cents by which the f.o.b. price per gal. is less than $1	$0·433 per gal. and 0·8% of the product of the value of the goods and a number equal to the number of cents by which the f.o.b. price per gal. is less than $1	$0·45 per gal. and 0·8% for each cent by which the f.o.b. price per gal. is less than $1	$0·433 per gal. and 0·8% for each cent by which the f.o.b. price per gal. is less than $1
21.02	Extracts, essences or concentrates, of coffee, tea or mate; preparations with a basis of such an extract, essence or concentrate:				
21.02.1	Extracts, essences or concentrates of coffee; preparations with a bssis of such an extract, essence or concentrate:				
21.02.110	Dry	$0·52 per lb.	$0·52 per lb.	$0·40 per lb.	$0·40 per lb.
39.07	Goods made of materials of a kind described in an item included in items 39.01 to 39.06 (inclusive):				
39.07.4	Clothes pegs, floats for fishing nets, smoking requisites, knives, forks and spoons, figures of the kind ordinary used as ornaments in the household, curtain clips, curtain bands, curtain loops and curtain holders; lighting fittings and parts therefor; artificial flowers, foliage or fruit:				

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Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
39.07.41	[Clothes pegs:				
39.07.411	Spring type	\$0·20 per gross	\$0·125 per gross	No change (Under new item 39.07.410)	
39.07.419	Other]	\$0·125 per gross	\$0·05 per gross	\$0·20 per gross	\$0·125 per gross (Under new item 39.07.410)
39.07.410	*Clothes pegs*	No change (Under former item 39.07.411) \$0·125 per gross \$0·05 per gross (Under former item 39.07.419)		\$0·20 per gross	\$0·125 per gross
44.24	Household utensils of wood:				
44.24.2	[Clothes pegs:				
44.24.210	Spring type	\$0·20 per gross	\$0·125 per gross	No change (Under new item 44.24.200)	
44.24.290	Other]	\$0·125 per gross	\$0·05 per gross	\$0·20 per gross	\$0·125 per gross (Under new item 44.24.200)
44.24.200	*Clothes pegs*	No change (Under former item 44.24.210) \$0·125 per gross \$0·05 per gross (Under former item 44.24.290)		\$0·20 per gross	\$0·125 per gross
70.13	*Glassware not falling within item 70.19 of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses:				
70.13.9	Other:				
70.13.93	Having a f.o.b. price exceeding \$2 per dozen articles and not exceeding \$5 per dozen articles, not being goods falling within paragraph 70.13.91:				
70.13.931	Bowls, butters, comports, dishes including plates and saucers, flower-blocks, goblets, tumblers and other glasses, jugs, measures, mugs, nappies, salads, sundaes, trays including ashtrays and vases, not being articles of cut glass	45% less 1% of the product of the value of the goods and a number equal to the number (disregarding any fraction) of 10 cents by which the f.o.b. price per dozen articles exceeds \$2	35% less 1% of the value of the goods and a number equal to the number (disregarding any fraction) of 10 cents by which the f.o.b. price per dozen articles exceeds \$2	45% less 1% for each 10 cents by which the f.o.b. price per dozen articles exceeds \$2	35% less 1% for each 10 cents by which the f.o.b. price per dozen articles exceeds \$2
70.13.939	Other	45% less 1% of the product of the value of the goods and a number equal to the number (disregarding any fraction) of 10 cents by which the f.o.b. price per dozen articles exceeds \$2	35% less 1% of the value of the goods and a number equal to the number (disregarding any fraction) of 10 cents by which the f.o.b. price per dozen articles exceeds \$2	45% less 1% for each 10 cents by which the f.o.b. price per dozen articles exceeds \$2	35% less 1% for each 10 cents by which the f.o.b. price per dozen articles exceeds \$2
84.06	Internal combustion piston engines:				
84.06.4	Other engines:				
84.06.420	Exceeding 60 brake horsepower:	42½% less 2·5% of the product of the value of the goods and the number by which the number of brake horsepower of the machine (disregarding any fraction) exceeds 60 brake horsepower; or, if higher, 7½%	25% less 2·5% of the value of the goods and the number by which the number of brake horsepower of the machine (disregarding any fraction) exceeds 60 brake horsepower	42½% less 2½% for each brake horsepower by which the rating of the machine exceeds 60 brake horsepower; or, if higher, 7½%	25% less 2½% for each brake horsepower by which the rating of the machine exceeds 60 brake horsepower
84.11	Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors, and free-piston generators for gas turbines); fans, blowers and the like:				
84.11.1	Pumps and compressors:				
84.11.15	Reciprocating or rotary air compressors and pumps not falling within paragraph 84.11.13 or 84.11.14:				
84.11.159	Other	27½% less 0·04% of the product of the value of the goods and the number by which the number of cu. ft. of free air delivered per minute by the machine (disregarding any fraction) exceeds 1,750 cu. ft.; or, if higher, 12½%	20% less 0·04% of the value of the goods and the number by which the number of cu. ft. of free air delivered per minute by the machine (disregarding any fraction) exceeds 1,750 cu. ft.	27½% less 1% for each 25 cu. ft. of free air delivered per minute by which the rating of the machine exceeds 1,750 cu. ft. of free air delivered per minute; or, if higher, 12½%	20% less 1% for each 25 cu. ft. of free air delivered per minute by which the rating of the machine exceeds 1,750 cu. ft. of free air delivered per minute
84.11.9	Other:				
84.11.930	Fans and blowers of the reciprocating or rotary compressor kind, having a capacity exceeding 1,750 cu. ft. of free air delivered per minute	27½% less 0·04% of the product of the value of the goods and the number by which the number of cu. ft. of free air delivered per minute by the machine (disregarding any fraction) exceeds 1,750 cu. ft.; or, if higher, 12½%	20% less 0·04% of the value of the goods and the number by which the number of cu. ft. of free air delivered per minute by the machine (disregarding any fraction) exceeds 1,750 cu. ft.	27½% less 1% for each 25 cu. ft. of free air delivered per minute by which the rating of the machine exceeds 1,750 cu. ft. of free air delivered per minute; or, if higher, 12½%	20% less 1% for each 25 cu. ft. of free air delivered per minute by which the rating of the machine exceeds 1,750 cu. ft. of free air delivered per minute
84.23	Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (including mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):				
84.23.2	Dredging and excavating machines:				
84.23.21	Of the shovel, back-filler, skimmer, grab or dragline kind or of a similar kind, wholly or partly revolving or self-propelling or wholly or partly revolving and self-propelling:				
84.23.212	Machines of a working weight exceeding 45 tons	47½% less 0·9% of the product of the value of the goods and the number by which the weight, in tons, of the machine (disregarding any fraction) exceeds 45 tons; or, if higher, 7½%	22½% less 0·9% of the value of the goods and the number by which the weight, in tons, of the machine (disregarding any fraction) exceeds 45 tons	47½% less 0·9% for each ton by which the weight of the machine exceeds 45 tons; or, if higher, 7½%	22½% less 0·9% for each ton by which the weight of the machine exceeds 45 tons

(Continued on next page)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
84.47	Machine-tools for working wood, cork, bone, ebonite (that is to say, vulcanite), hard artificial plastic materials or other hard carving materials, other than goods falling within item 84.49:				
84.47.6	Other wood-working machines:				
84.47.61	Planing; surfacing; thicknessing; moulding; shaping; trenching; recessing; routers; combined planing and matching; combined planing and moulding; combined planing, moulding and matching:				
84.47.612	Other	42½% less 0·0156% of the product of the value of the the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $910; or, if higher, 7½%	17½% less 0·0156% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $910	42½% less 0·0156% for each $1 by which the value of the machine exceeds $910; or, if higher, 7½%	17½% less 0·0156% for each $1 by which the value of the machine exceeds $910
84.47.62	Morticing machines; combined boring and morticing machines; plain wood-turning lathes of 10 inch centres or over:				
84.47.622	Other	42½% less 0·0625% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $272; or or, if higher, 7½%	17½% less 0·0625% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $272	42½% less 0·0625% for each $1 by which the value of the machine exceeds $272; or, if higher, 7½%	17½% less 0·0625% for each $1 by which the value of the machine exceeds $272
84.47.63	Roller feed, radial arm and dimension saw benches; cross-cut sawing machines, double, multiple, straight line or automatic; variety circular saw benches; sawing machines; double edgers; straight line edgers;				
84.47.632	Other	42½% less 0·0625% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $272; or, if higher, 7½%	17½% less 0·0625% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $272	42½% less 0·0625% for each $1 by which the value of the machine exceeds $272; or, if higher, 7½%	17½% less 0·0625% for each $1 by which the value of the machine exceeds $272

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Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
84.49 84.49.3 84.49.390	Tools for working in the hand, pneumatic or with self-contained non-electric motor: Chain saws, not falling within sub-item 84.49.1 or 84.49.2: Other.	42½% less 0·0625% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $272; or or, if higher, 7½%	17½% less 0·0625% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $272	42½% less 0·0625% for each $1 by which the value of the machine exceeds $272; or, if higher, 7½%	17½% less 0·0625% for each $1 by which the value of the machine exceeds $272
84.49.9 84.49.91 84.49.912	Other: Wood-working saws: Other.	42½% less 0·0625% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $272; or, if higher, 7½%	17½% less 0·0625% of the product of the value of the goods and the number by which the value, in dollars, of the machine (disregarding any fraction) exceeds $272	42½% less 0·0625% for each $1 by which the value of the machine exceeds $272; or, if higher, 7½%	17½% less 0·0625% for each $1 by which the value of the machine exceeds $272
85.01 85.01.1 85.01.190	Electrical goods as follows: generators, motors, converters (whether rotary or static), transformers, rectifiers (including metal tank mercury arc rectifiers) and rectifying apparatus, inductors: Alternating current motors: Other.	40% less 0·275% of the product of the value of the goods and the number by which the horsepower of the machine (disregarding any fraction) exceeds 550 horsepower; or, if higher, 7½%	27½% less 0·275% of the product of the value of the goods and the number by which the horsepower of the machine (disregarding any fraction) exceeds 550 horsepower	40% less 0·275% for each horsepower by which the rating of the machine exceeds 550 horsepower; or, if higher, 7½%	27½% less 0·275% for each horsepower by which the rating of the machine exceeds 550 horsepower
85.01.6 85.01.63 85.01.639	Static power supplies, not being goods that are transformers and nothing more: Battery chargers: Other	45% less 0·225% of the product of the value of the goods and the number by which the kilowatt rating of the machine (disregarding any fraction) exceeds 100 kilowatts; or, if higher, 7½%	22½% less 0·225% of the product of the value of the goods and the number by which the kilowatt rating of the machine (disregarding any fraction) exceeds 100 kilowatts	45% less 0·225% for each kilowatt by which the rating of the machine exceeds 100 kilowatts; or, if higher, 7½%	22½% less 0·225% for each kilowatt by which the rating of the machine exceeds 100 kilowatts
85.01.64 85.01.649	Electric current rectifying assemblies not falling within paragraph 85.01.63: Other	45% less 0·225% of the product of the value of the goods and the number by which the kilowatt rating of the machine (disregarding any fraction) exceeds 100 kilowatts; or, if higher, 7½%	22½% less 0·225% of the product of the value of the goods and the number by which the kilowatt rating of the machine (disregarding any fraction) exceeds 100 kilowatts	45% less 0·225% for each kilowatt by which the rating of the machine exceeds 100 kilowatts; or, if higher, 7½%	22½% less 0·225% for each kilowatt by which the rating of the machine exceeds 100 kilowatts

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

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NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Windsor House, Temple Row, Birmingham, 2. (Central 7234/7 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

AUSTRALIA, *continued*

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of tableware and other goods of porcelain, china or other pottery (tariff items 69.11 and 69.12). This reference is of departmental origin and has also been made as a result of representations by local manufacturers.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		Preferential	General
69.11	Tableware and other goods of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian):		
69.11.100	Pudding basins; lipped bowls	12½%	40% Primage 5%
69.11.200	Bottles, jars and similar articles	Free	12½%
69.11.300	Smoking requisites	20%	35%
69.11.900	Other	10%	30%
69.12	Tableware and other goods of a kind commonly used for domestic or toilet purposes, of pottery other than porcelain or china:		
69.12.100	Pudding basins; lipped bowls	12½%	40% Primage 5%
69.12.200	Bottles, jars and similar articles	Free	12½%
69.12.300	Smoking requisites	20%	35%
69.12.400	Sanitary or lavatory fittings or ware	12½%	42½% Primage 5%
69.12.900	Other	17½%	40%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than **October 28.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1936/66.

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Mixtures of 50% or more by weight of meta cresol with para cresol, for use in the manufacture of artificial resins, under security	29.06	Free
Calcium borogluconate powder, in bulk	30.03	Free
Molecular sieves being crystalline zedite materials of a kind used as desiccants or catalysts	38.19	Free
Tablets for determining bacterial sensitivity to chemotherapeutic agents	38.19	Free
Ring enlarging tools, jewellers'	82.04	Free
Scissors, weavers' (thread clippers) being scissors hinged at one end and with a single finger ring	82.12	Free
Ring enlarging tools, jewellers'	84.45	Free
Parts of a kind used solely or principally with goods to which sub-item 84.51.1 applies	84.55	Free
Soldering irons designed primarily for soldering aluminium, incorporating a vibrator-driven scratch brush operating within the apex of an electrically heated bit	85.11	Free
Capacitors, variable, high vacuum, being capacitors to which paragraph 85.18.91 applies	85.18	Free
Eyepieces, of curved tinted or curved colourless glass, not being lenses, for goggles	90.01	Free
Instruments and apparatus for measuring the density of liquids, solids and gases	90.24	Free
Products of the acrylic type in volatile organic solvents, for use otherwise than in the manufacture of paints, enamels or varnishes, under security *Note:* Security may be waived (unless the Collector otherwise determines) in respect of goods that are not in a form suitable for use in the manufacture of paints, enamels or varnishes.	32.09	Free

Period By-law

The following goods will be admitted under By-law provided they are entered as set out below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Single shot, single barrel shotguns, provided they are entered for home consumption on or before November 30, 1966	93.04.2	Free

Amended By-laws

The following By-laws have been admitted to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Goods: (a) to which sub-paragraph 38.19.991 or 38.19.999 applies; and (b) that are, in the opinion of the Minister, given their essential character by a constituent list in the Table hereunder: THE TABLE Ammonium carbonate Ammonium hydrogen carbonate Coumarin	38.19	Free
Grinding wheels, aluminium oxide or silicon carbide, exceeding 36 inches diameter	68·04	Free
Angles, bars, rods and tees that: (a) are an alloy of nickel and iron; (b) have a nickel content exceeding 20%; and (c) are not worked, or decorated but not further worked	75.02	Free
Plate, sheet and strip that: (a) is an alloy of nickel and iron; (b) has a nickel content exceeding 20%; and (c) is not worked, or decorated but not further worked	75.03	Free
Shovels or loaders, as used under ground in mines	84.22	Free

Cancelled By-laws

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Irons, soldering, designed primarily for soldering aluminium, incorporating a vibrator-driven scratch brush operating within the apex of an electrically heated bit	82.04	See under new By-laws
Tools, to which paragraph 85.05.99 applies, being special purpose tools as follows: Nutrunners Routers Screwdrivers The By-law still applies to these goods provided they are in direct transit to Australia on September 8, 1966, and are entered for consumption within 21 days after importation; or in bond in Australia on September 8, 1966, and are entered for home consumption on or before October 7, 1966	85.05.991 85.05.999	20%
Crowns, winding, and matching tubes therefor, for waterproof watches	91.11.930 91.11.990	27½% Free

NEW ZEALAND

Proposed food and drug regulations

THE NEW ZEALAND Department of Health has published the proposals which have been prepared in the department for consideration when the New Zealand Government undertakes a revision of the Food and Drug Regulations 1946. The purpose of making the proposals available for public scrutiny is to invite comments and suggestions from all interested persons, while reminding them that the prime purposes of the food and drugs legislation are eminently those of consumer protection and consumer benefit.

Comments and suggestions should be lodged with the Director, Division of Public Health, Department of Health, Wellington, New Zealand, by November 30, 1966.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320).

Customs tariff review on some goods

THE NEW ZEALAND Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1967).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rate of duty in the present Tariff will revert to the substantive items from October 20, 1966.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before October 20, 1966, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

The following goods are covered by this review:

Vegetable lecithin containing over 1% of water.

Vehicles:
- Beading, metal, in lengths with or without a rubber or fabric insert, and with or without nails fixed therein, but not drilled, polished, or otherwise worked.
- Brackets or ends, rug rail.
- Channelling, aluminium or nickel plated brass, felt lined, not drilled or otherwise worked.
- Channelling, chromium-plated metal, polished, but not bored or otherwise worked, with or without rubber strip inserts, for use in making louvres for the side windows of motor vehicles.
- Channelling, fel , or felt reinforced with wire.
- Channelling or drip moulding, steel, not drilled or otherwise worked.
- Channelling, rubber, felt lined.
- Channelling, steel, felt lined, not drilled or otherwise worked.
- Rope pulls specially suited for use as fittings for motor vehicle bodies.
- Rug ropes specially suited as fittings for motor vehicle bodies.
- Sealing strip in the piece, other than wholly of rubber, for use on windows or doors of motor vehicles.
- Sleeves, celluloid, for vehicle hanger straps.
- The following fittings declared by a manufacturer for use by him only in making motor vehicle bodies:
  - Brackets, footrest, unhinged.
  - Brackets, straphanger (without straps).
  - Buffers, door, of metal and rubber.
  - Handles, body, other than door handles.
  - Handles, pull-to.
  - Rollers, curtain.
  - Silencers, window.
  - Strikers, match.
- Window fillets or frames of synthetic resin for finishing the windows of motor vehicles.
- The following materials on declaration by a manufacturer for use by him only in making forklift yarding machines:
  - Axles, drive.
  - Converters, torque.
  - Transmissions, power shift.

Veterinary medicines:
- The following substances declared by a manufacturer for use by him only in making veterinary medicines:
  - Calcium gluconate.
  - Caroxon.
  - Dichlorophen.
  - Diethylamine cupro-oxyquinoline sulphonate.
  - Methyridine.
  - Montrel.
  - Phenothiazine.
  - Piperazine adipate.
  - Piperazine carbon/bisulphide.
  - Piperazine citrate.
  - Piperazine hydrate.
  - Sodium benzoate.
  - Thiabendazole.

Virginia No. 10 degreasing solvent.

Warfarin (including Warfarin concentrates) and similar dicoumarols on declaration by a manufacturer for use by him only in making rodenticides.

Water softening agents as may be approved (specific items with chemical formula must be shown on applications).

Weed and scrub killing preparations:
- Organic solvents and bases, as may be approved, specially suited for making weed and scrub killing preparations:
  - Approved:
    - AB-1 weed killer base (American Chemical Paint Co.).
    - Bases Pt. (1), Bq., and Tf. (1), used in making 2-4-D preparations (American Chemical Paint Co.).
    - Flashemuls B.
    - Stanvac heavy aromatic naphtha declared by a manufacturer for use by him only in making weed and scrub killing preparations.

(*Continued on next page*)

THE HONGKONG AND SHANGHAI BANKING CORPORATION
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HONG KONG 1st SEPTEMBER 1964
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THE UNITED STATES
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123 Pall Mall SW1

THE BRITISH BANK OF THE MIDDLE EAST
Head Office: 7 King William Street London EC4

HONGKONG FINANCE LIMITED
109 Pitt Street Sydney Australia

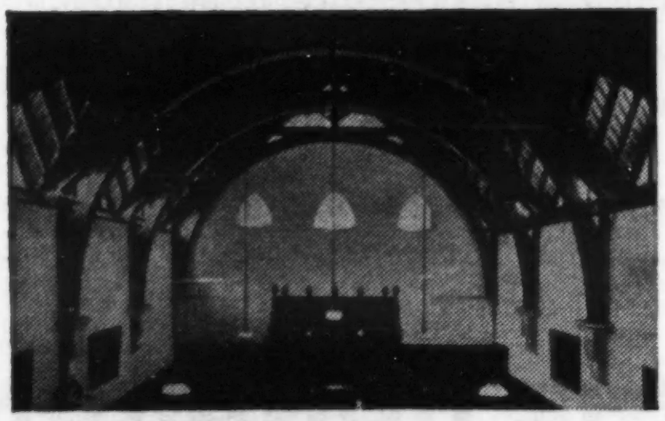
NEW ZEALAND, *continued*

Wigs:
Bretonne and similar nets in the piece, declared by a manufacturer for use by him only in making or repairing wigs.
Winches, cranes, hoists:
Parts, as may be approved, for the manufacture of hydraulic tipping hoists for motor vehicles:
Approved:
Dropped forged steel ram bases.
Dropped forged steel trunnion bearings.
Dropped forged steel crosshead tees.
Wooden pegs and cubes specially made for use in rumbling drums for polishing articles placed therein.
Wool grease, refined (lanoline), imported in bulk in containers of not less than 2 cwt., declared by a manufacturer (a) that it will be used by him only in making veterinary medicines compounded in accordance with approved formulae and (b) that the veterinary medicines so compounded will not be repacked into packages of a less net weight than ½ lb.
Woollen mills:
Leather of approved qualities, declared by a manufacturer for use by him only in making picking bands, combing leathers, and gill box leathers, for use on textile machines.
Twines of approved qualities specially suited for use as loom harness cord or in making healds or heddles for looms.
Woolpacks:
Twine 1-5 ply of approved qualities declared for use only in making woolpacks.
Xanthate Z200.
Zinc stearate.
Change purse frames, metal, hinged, of the bottom opening channel type, measuring not more than 4¾ inches between the hinges.

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468.) Trade Associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representation might get in touch with its Trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.



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Revocation of some tariff concessions on articles and materials

THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked, with effect from October 1, 1966, as follows:

Cigarette papers:
Paper of approved qualities and sizes, declared by a manufacturer for use by him only in interleaving or marking cigarette papers, or in making booklets or wrappers for cigarette papers, in a licensed manufacturing warehouse:
Approved:
Black F.G. paper (Australian Paper Manufacturers Ltd.).
Dies:
Discs and rings of forged steel, in the rough, for making dies.
Emulsifiers and wetting agents (not being soaps or containing soap), as may be approved, imported in bulk:
Approved:
Alipal CO-436.
Comperlan K.D., K.M.
Haughto-clean 245.
Maranil paste and powder.
P 3 Z.
Stanyl.
Insecticides:
The following substances declared by a manufacturer for use by him only in making fly and insect powders and sprays:
Diazinon technical.
Paper making:
Bleaching agents specially suited for bleaching paper.
Printers', stationers', and bookbinders':
Cards, rectangular, plain, or shallow perforated, coated with magnetic strips, on declaration by a manufacturer for use by him only in making printed ledger cards.
Paper:
Transfer marbling paper.
Pens:
Fittings of metal, as may be approved, on declaration by a manufacturer for use by him only in the manufacture of ball point pens and refills:
Approved:
Clips and holding stubs therefor.
Nibs.
Rings.
Propylene glycol mono laurate declared by a manufacturer for use by him only for approved industrial purposes:
Approved:
(1) Making toilet preparations.
(2) Making adhesives.
Quilts:
The undermentioned goods when declared by a manufacturer for use by him in making quilts:
Satins, cotton backed.
Ricinoleic acid for use in the preparation of sulphonated oils.
Rouge, black, for preparing glass for mirrors.
Rouge powder for glass or metal polishing.
Rubber:
Ajone C and P.
Aquarex D and SMO.
Bis-dimethyl benzyl peroxide.
Butyl zimate.
Dibutyl ammonium oleate.
Di-esterex N.
Dispersol L.
Erie 1588.
Ethylene diamine hydrochloride.
Laurex.
Natone.
Neozone C.
Oxirane HS.
Para amido phenol.
Pullman syrup 1503.
Santaflex B.X.
Santomerse D.
Stabilite.
Thermoflex A.
Thickening preparations for rubber latex:
Examples: Texigel SPA5: PS258.
Triphenylguanidine (or TPG).
VDH (vacuum distilled hoboken) 1522.
Saddlery, harness, and whips:
Fringing, cotton, declared by a manufacturer for use by him only in making horse fly sheets.
Handles, whip, in the rough, to be leather covered.

Mounts, metal, unplated, for whips.
Twines 2-16 ply, of approved qualities, for making saddlery and harness.
Saponine (or saponin) declared by a manufacturer for use by him only in making approved articles and preparations:
Approved:
For making chemicals for fire extinguishers.
For making 'foam heading' for use in beverages.
For making paints.
For making preparations for cleaning or derusting metal.
Separan 2610.
Sextate.
Sextol stearate.
Sextone.
Soaps, metallic:
Naphtone X90, X100, X110, X140, declared by a manufacturer for use by him only in making metallic soaps.
Sodium Xanthate.
Sponges, potters', in natural fibre, of approved qualities, declared by a manufacturer for use by him only at his works in making pottery.
Sporting requisites:
Bolts, screwed, hinged, and sleeve bolts, for making racquet presses.
Face piece or inserts for golf club heads.
Forgings and castings, steel in the rough, specially suited for making golf club heads (steel heads are to be regarded as in the rough if, after forging and casting, they are merely roughly ground to remove the fin produced between the half moulds in drop forgings or castings, or to remove the indentations of the hammer produced in hand forgings. The heads must not be further worked except that a pilot hole may be drilled in the shank, such hole to be reamed and the shank to be tapered in New Zealand. Heads in the rough but without pilot holes, being instead lightly ground or lightly turned on the shank, are to be admitted under the above decision).
Overlays, being small pieces of timber shaped or bent to fit the throat portion of tennis and similar racquets.
Shafts and piles, metal, unpolished and unplated, declared by a manufacturer for use by him only in making arrows.
Shafts, metal, for ski sticks (whether in the black, polished, plated or otherwise surfaced) and snowtips and collars for such shafts when declared by a manufacturer that they will be used by him only in making up ski sticks of which the other components will be made in New Zealand.
Shafts, steel, in the rough, and ferrules, for making badminton andsi milar racquets, declared by a manufacturer (a) that the shafts and ferrules will be used by him only in making badminton and similar racquets and (b) that in making such racquets the frame therefor will be made in New Zealand from wood which will not be imported in a more advanced state than that of strips of timber not worked or bent to shape in any way.
Starch, pregelatinized, in other than retail packages.
Stock 983 (Bentone 34).
Stoves and ranges:
Bosses, diecast brass, for the manufacture of elements for electric ranges.
Canopy pins, being shanks or pins for running into castings to form projecting pins.
Insets, cast in, for grid pillars of ranges.
Knobs, door, for gas cookers, with special metal attachments to ensure tight closing.
Stampings and handles, in the black, for making grill pans for gas cookers.
Stampings, oven grid, in the black, and unassembled.
The following materials declared by a manufacturer for use by him only in making (not repairing) articles in New Zealand:
Nipples, union, regulating, for ranges.
Pins, terminal, nickel chrome, for making radiant elements.
Stampings, iron or steel, in the rough, for making oil burning stoves.
Stampings, non-ferrous metal, in the rough, for making oil burning stoves.
Straws, drinking:
Paper, declared by a manufacturer for use by him only for making drinking straws.
Sulphite of lye (Lignin pitch).
Surgical:
Pulley blocks with eyebolts and metal fittings, attached, declared for use only in making surgical suspension apparatus.
Springs, truss.
Synolide 960.

Details of the items concerned, together with the substantive tariff in force from October 1, 1966, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

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TANZANIA

Import licensing regulation

GENERAL NOTICE No. 2046 published in the United Republic of Tanzania *Gazette* dated September 30, adds, with effect from September 16, the following item to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section5 – Chemicals
Division 59 – Chemical materials and products, n.e.s.
559 2 0 Mosquito coils and aerosol insecticides.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R1414, published in the Republic of South Africa *Government Gazette* of September 23, amends the Republic's customs tariff as follows:

I Tariff Heading	II Statistical Unit	III / IV / V Rate of Duty: General	MFN	Preferential
62.03 Sacks and bags, of a kind used for the packing of goods:				
By the insertion after sub-heading No. 62.03.20 of the following:				
62.03.30 Of vegetable fibres (excluding jute or hemp), of fabric of a weight per sq. yd. exceeding 10·5 oz. . .	lb.	Free		
85.17 Electric sound or visual signalling apparatus (such as bells, sirens, indicator panels, burglar and fire alarms) (excluding those of heading No. 85.09 or 85.16):				
By the insertion after sub-heading No. 85.17.10 of the following:				
85.17.20 Tower and turret bells; parts thereof	No.	Free		

REPUBLIC OF SOUTH AFRICA, *continued*

Customs tariff changes

GOVERNMENT NOTICES R1457-R1460, published in the Republic of South Africa Government *Gazette* of September 30, amend the Republic's customs tariff as follows:

I Tariff Heading	II Statistical Unit	III Rate of Duty: General	IV Rate of Duty: MFN	V Rate of Duty: Preferential
R.1457				
39.07 By the insertion after sub-heading No. 39.07.56 of the following:				
39.07.57 Capsules and tubular neckbands, for bottles and similar containers	lb.	5%		
R1458				
40.03 Reclaimed rubber . . .	lb.	Free		
By the substitution for the rate of duty in Column III of the following		1c. per lb.		
R1459				
68.13 Fabricated asbestos and articles thereof:				
By the substituton for sub-heading No. 68.13.30 of the following:				
68.13.30 Prepared packing; prepared lagging for thermal insulation . .	lb.	Free		
R1460				
87.14 Other vehicles (including trailers), not mechanically propelled, and parts thereof:				
By the substitution for sub-heading No. 87.14.45.10 of the following:				
87.14.45.10 Of a wheel size not exceeding 16 in. and a rim size not exceeding 5·5 in. .	lb.	20% or 7c. per lb.		

ZAMBIA

Customs tariff changes

THE CUSTOMS AND EXCISE (Amendment (No. 4) and (No. 5) Acts, 1966) amend the Zambia customs tariff with effect from September 21 and September 23 respectively. The items affected and the new rate of duty are as follows:

Tariff Item	Goods	Duty
	Amendment (No. 4) Act, 1966:	
87	(2) Nails, wire . . . . . *ad val.* or per lb.	15% £0 0s. 1½d. whichever duty shall be the greater
119	(2) (b) Electrical domestic appliances, including vacuum cleaners, floor polishers and food mixers . *ad val.*	30%
	The following tariff items have been deleted from the tariff: Tariff items 306; 309; 312; 314; and 317.	
	Amendment (No. 5) Act, 1966:	
65	Clothing:	
	(f) Underwear (including 'T' shirts, that is, garments of the under-vest type with a crew neck collar and short sleeves of the coat or welt type):	
	(iii) Other, including 'T' shirts . . . *ad val.* or per garment	30% £0 3s. 0d. whichever duty shall be the greater
	(g) Shirts and jacket shirts:	
	(i) of textile fabric, knitted or crocheted . *ad val.* or per garment	30% £0 6s. 0d. whichever duty shall be the greater
	(ii) other . . . . . *ad val.* or per garment	30% £0 4s. 0d. whichever duty shall be the greater
	(j) Cardigans, jerseys, pullovers, lumber jackets, blouses and similar garments, knitted or crocheted . *ad val.* or per garment	30% £0 3s. 0d. whichever duty shall be the greater

Proposed change to decimal currency

THE ZAMBIA GOVERNMENT has promulgated an Act to provide for the making of arrangements for the introduction of the decimal currency system entitled the Decimal Currency System (Arrangements) Act, 1966.

SIERRA LEONE

Customs tariff amendment

IN A NOTICE published in the *Board of Trade Journal* dated July 1 (pages 57-59) details were given of the revised First Schedule to the Sierra Leone Customs Tariff Act, 1966. Information has been received that the following item should be deleted:

Item No.	Goods	Unit	Tariff
25	Fish, fresh, not preserved in any way . . .	lb.	Le 0·03 cents

FRANCE

Duty quota for wood pulp

THE FRENCH *Journal Officiel* of September 30 announced that the amount of the duty quota for wood pulp, chemically treated by the sulphate, soda or bisulphite processes, bleached (Tariff headings 47-01 BI b and 47-01 BII a and b) has been increased from 50,000 metric tons of pulp at 90 per cent dryness to 65,000 metric tons. (See notice in *Board of Trade Journal* of December 31, 1965.)

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

UNITED STATES

Customs regulations

THE UNITED STATES Commissioner of Customs has appointed a group to study and rewrite the Customs Regulations with the objective of insuring that the revised version will reflect the recent changes brought about by the reorganization of customs under Reorganization Plan No. 1 of 1965 and at the same time will be as complete, clear, concise, and simple as the subject-matter will permit in the proper discharge of the Bureau's responsibilities.

Interested persons are invited to submit suggestions for improving the Customs Regulations as indicated above to the Commissioner of Customs, Washington, D.C. 20226, before January 1, 1967.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397.)

For further information regarding United States tariffs see pages 978/9.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Activity at UK aerodromes (M)	30 Sept. 1966
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	This week
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Wool output (M)	23 Sept. 1966
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	7 Oct. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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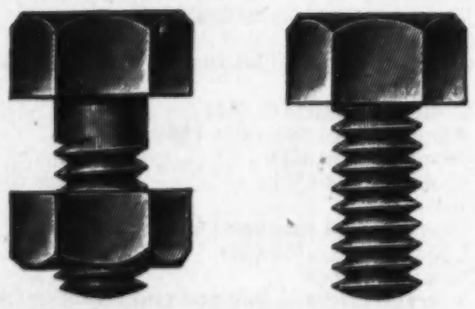

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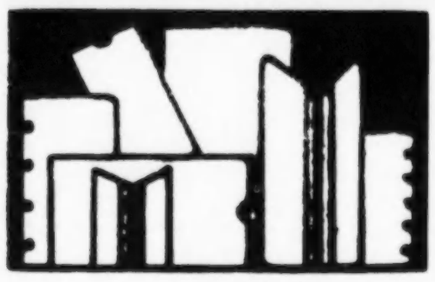

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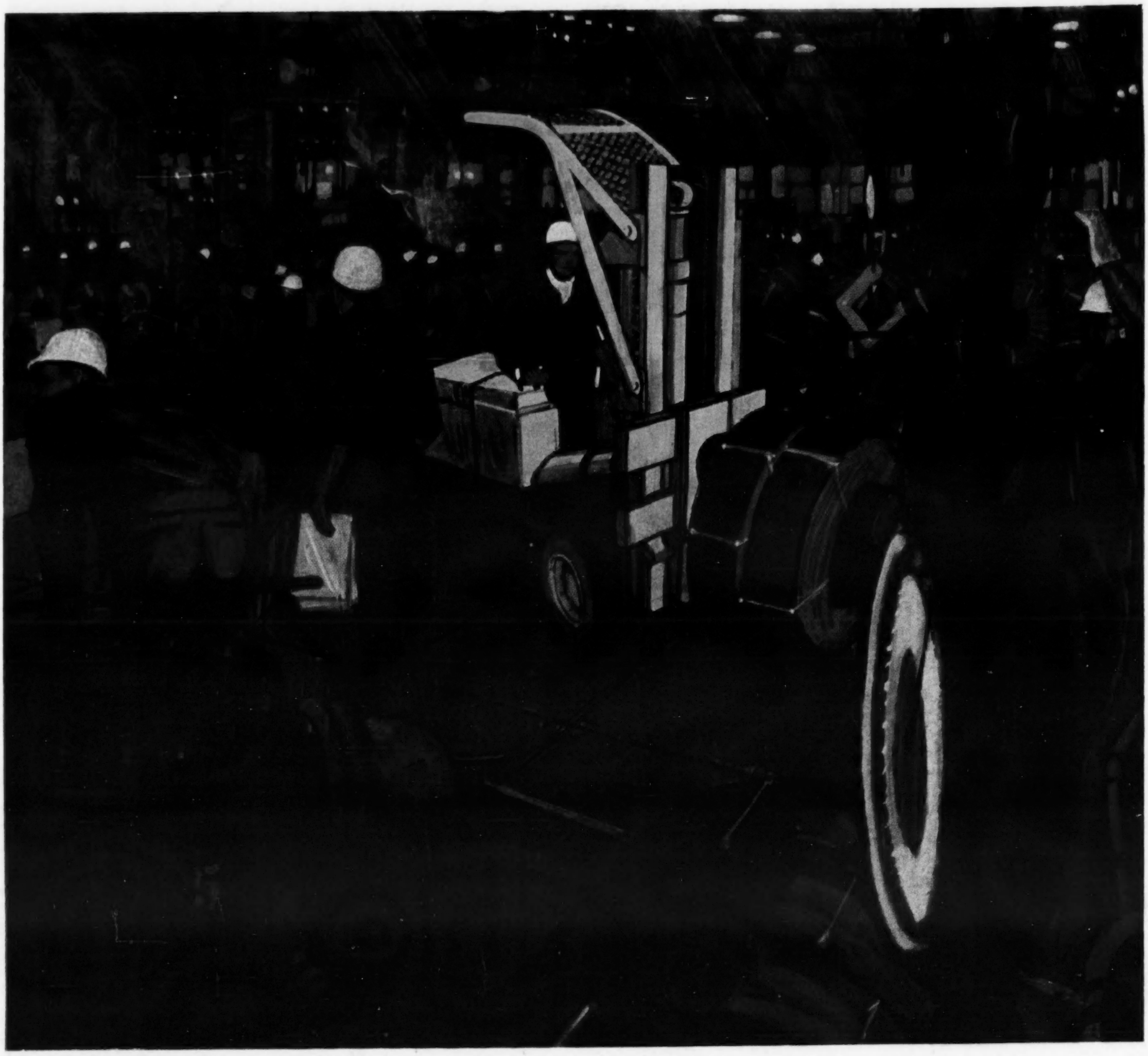

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